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May 15, 1912  
U.S. Department of Agriculture  
Hon. Jas. Wilson, Secy. of Agriculture  
Washington, D.C.

May 15, 1912

Flap

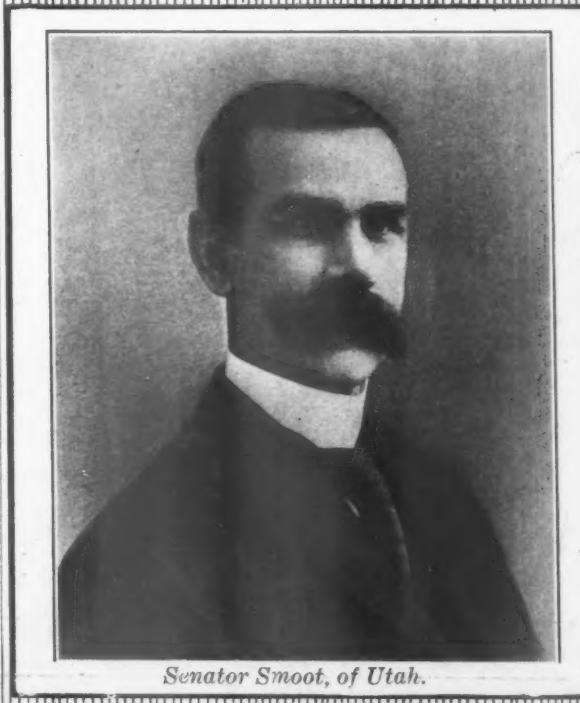
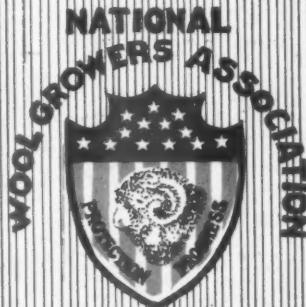
1912

Number

THE NATIONAL

# Wool Grower

PUBLISHED BY THE



Senator Smoot, of Utah.

724

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Nicotine in the form of "sulphate"  
does not evaporate at ordinary tem-  
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"Black Leaf 40" is permitted for  
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INCORPORATED

Louisville, Ky., U. S. A.

# The National Wool Grower

VOL. II.

MAY 1912

NUMBER 5

## The London Wool Auctions

By CHARLES H. HARDING

**T**HE question is sometimes asked, Why do Americans go anywhere outside their own country to buy wool? Why do they not use American wool for their products? When you consider that the clip of America runs in round numbers about three hundred million pounds a year,—having varied from two hundred and fifty, say, to three hundred and sixty million pounds, and lately stationary at about three hundred millions a year,—and with the consumption of wool in America at about six hundred millions a year, it is very evident that the American, however patriotic he may be and desirous of using wool grown in his own country, must go somewhere to buy the balance of his wool. That is the first reason why he must get away from home.

### The Reason for Going to London.

Another reason why Americans have gone to London and other foreign places to buy wool is that the American wool manufacturing business has always been following, more or less, in the procession headed by France and England. Our manufacturing business came from England. The men—some of them are alive yet—who have been most prominent in the history of American wool manufacture have often been Englishmen or the sons of Englishmen. Our machinery, our experts very largely, have been from England. But more important than that there was always a tendency, which up to 1876 was an almost absolute rule, that the woolen stuffs manufactured in America should be copies of something that had been made in England or on the Continent. The Centennial Exposition in Philadelphia in that year marks the beginning of the independence of the American wool manufacture.

Those of us who remember the situation that arose after the Centennial Exposition of 1876 will remember that was the first time when there was any disposition on the part of American manufacturers to do something independent of getting samples from abroad and copying for the next season the goods made in other countries. I am not sure that habit is abolished as yet.

### Fashion's Demands Must be Met.

But you can see that, as a natural result of that situation, the man with specialties to make had to find wools adapted to his purpose, and it was not a question at all with him, and it is not a question with him yet, "Shall I buy American wools to do this?" The question is, "What will do the thing that I want to do?" To illustrate. To-day, by the pressure there is for cream-whites in dress goods, the man who wants to make such goods has raised in his mind first, the question, "Where in the world can I find the wool for the yarn to produce that effect? If American wool will do it, well and good. I must find the thing that will make what fashion demands even if I must go to the Falkland Islands, to New Zealand, or somewhere else to get the material; otherwise while I am trying to prove to the people I ought to do it out of American wool this particular fashion will be gone, and I will have lost my opportunity." That is one of the reasons why Americans must go elsewhere to find certain wools, not merely that they may supplement the American clip, but they must find quickly the things that are adapted to the calls made upon them by certain phases of fashionable demand.

### Influence of Fashionable Demand.

Why should we go to London, is another question and is answered by the

statement that until very lately London has been the point at which the largest quantities of wool grown in many places in the world, outside of the United States, could be found. At given times all the wools of South Africa, a little from North Africa, wools from the Australian colonies, (except what may be sold at auction in Australia), from the Falkland Islands, from the extreme southern part of South America, are to be found on sale in London. There remains, then, only to consider the carpet wools, which are mainly brought into this country direct,—because this is such an important carpet manufacturing center,—and the wools grown in the central part of South America, which are marketed largely there, some of them being sold at Liverpool, as are some of the carpet wools.

But one must go somewhere abroad to find the quantity of wool that supplements the American clip, and this naturally for many, many years gravitated to London, and the larger part of these wools have been on sale in London for, say, fifty years, which time nearly measures the duration of the existence of the London auctions.

The bulk of the wool on sale there has been from the Australian colonies.

### Origin of the Name Botany Wools and Botany Yarns.

It is difficult to say when the Australian continent was discovered; the first trace of it I can find is on a globe made in Nuremberg in 1492. About 1830 the Government of Great Britain selected a place in Australia to which were deported the criminals who were sent out of the country for their country's good, and that place was Botany Bay, on which grew up the town of Sydney. About 1837, among the exports from the growing country, wool was sent from Botany

## THE NATIONAL WOOL GROWER

Bay to London and there put on sale. That accounts for the fact that there still prevails in England the habit of calling those very fine Australian wools "Botany wools" and calling their products in yarn "Botany yarns."

**England was the Manufacturing Center of the World.**

You can understand how the centering of the sale of the wool in auctions in London gradually controlled the development of the clip. England at that time was the great manufacturing center of the world. France was the only country that was at all her rival, so that the consumption of these wools, which were practically all fine wools, largely centered in England; and it was, of course, the most convenient arrangement that could be devised, that the growers of the wool should consign their wool to London for sale, London being the financial center of the world, and necessary advances, which are the breath of life to the wool grower, could be found in the use of the capital of the London banks.

The auction sales gradually grew into a strictly business proposition with them. One of the most perfect schemes for the disposition of a product that man has ever devised probably is this arrangement of selling wools at London in auctions.

**London Was the Financial Center.**

At the time that London was the financial center and was controlling the product of the British colonies, branch banks were established in the colonies, and there grew up a certain close financial relation between the banker and the wool growing population. So that, naturally, it came about that the thing to do in handling a large clip was to send it down to the port of Sydney, or Melbourne (which we know as Port Phillip), and there make arrangements with the local bankers, who represented the London bankers, to get at home the large advances necessary to take care of home affairs, and let the wool take its course for sale in London, the final adjustment of the balance being made through the local banks, the balance thus reached being paid to the grower, if he had any balance. As a rule the arrangement has been entirely satisfactory.

**Other Countries Became England's Rivals.**

But gradually other countries than England and France went into the manufacture of fine woolen goods, made out of something finer than English wool, and Australia began to sell at home. Twenty-five years ago the London control of the Australian clip was absolute and undisputed. When I first went to London to attend auction sales, and buy wool there, I had no more thought of going to Australia to supplement purchases made at the London auction than you have now of going to Japan to buy wool. At that time about 70 per cent of the Australian product was handled

product of the Australian colonies was about one million one hundred and forty-one thousand bales, and of that over 68 per cent, practically 70 per cent, was sold in London and the balance in Australia. In '94-'95, when they had the greatest production they ever had in the colonies up to that time, one million nine hundred and fifty-two thousand bales, 55 per cent, were sold in London and the balance in Australia. The Australian auctions have so grown in importance that in '03-'04, when the clip fell to one million three hundred and seventy-five thousand bales, only 40 per cent was sold in London, Australia—and by Australia I mean to include Tasmania and New Zealand—handling 60 per cent of the production. In '07-'08, the season just finished, winding up in February, because of an arrangement entered into something over a year ago to distribute the Australian sales over a little longer space of time,—in '07-'08, when the clip had again recovered to nearly its high limit, only 30 per cent went to London and the balance was disposed of at home. So the London auctions, which we shall speak about to-night, do not play, as you will see, anything like the important part in the distribution of the Australian clip they once did.

**The Percentage Each Colony Produced.**

Of the product of that great year, '94-'95, it may be interesting to note what the Australian colonies, or present States, produced. Tasmania produced 1 per cent; West Australia produced 1 per cent; Queensland produced 7 per cent; Adelaide produced 9 per cent; New Zealand produced 18 per cent; Victoria (Port Phillip wools), about 25 per cent; New South Wales (Sydney wools), 39 per cent. So you see the really important parts of Australia are the States of New South Wales and Victoria.

**The Countries Taking Australian Wools.**

Then it is interesting to notice in the disposition of the product of this season of '07-'08, England took 47 per cent; France and Belgium, 34 per cent; Germany, Austria, Switzerland, and Italy, classed together, 16 per cent; the United States, 2 per cent; Japan and the East, 1 per cent. Last season, that is a year ago, the United States took 7 per cent of the wool that was sold, and the year before that



*E. O. Selway, Exec. Committeeman, Montana.*

in London, and the other part, handled at home, was largely made up of all descriptions of less useful or less valuable wool, scoured on the spot and sold and transported without cost for dirt and grease.

**Home Sales Have Increased at London's**

**Expense.**

But you will see from the statements I shall make that the state of the case has been almost reversed. Because the Australian auctions are held in the time between the middle of October and the middle of January, which is their Summer time, the "seasons" are '85-'86, or '86-'87, or '87-'88, etc. In the season of '85-'86 the prod-

per cent, which was the most the United States has ever taken out of Australia; and those of you who are familiar with the wool business know that was due to the fact that the largest consumer in this country went into the Australian auctions that year and bought a very great deal of what we know as the fine cross-bred of the country,—you wool people know it as three-eighths and one-half blood wool,—which was largely in demand here and it could not be found here in great quantity; and for fear they might be subjected to pressure they sent a buyer to Australia, and bought a quantity of wool that raised the usual 2, 3 or 4 per cent of absorption of the United States up to 8 per cent. This last year they did very little there, because the state of affairs in October was not very promotive of speculating in Australia, or contracting debts in Australia that would have to be paid in the very near future, so the share of the United States fell to 2 per cent.

#### The Auction Dates and Reports.

Now, we will suppose we are prepared to go to the London sales. The dates of the London auctions are some time in January, again in March, again in May, again in July, and in September and in November. A series of sales began yesterday which will be known as the "March sales." And so closely are we connected with affairs there that the sale, begun yesterday at 4 o'clock, was probably so well under way at 4:30 or 5 that the brokers having correspondents in this and other countries could forecast what was going to happen. Those sales were reported so promptly that I had a cablegram at 2:30 telling me what had been done in the afternoon in London and what was the probable course of events. (The speaker read a telegram which stated there was nothing suitable for America.) I only want to call your attention to the statement made, "nothing suitable for America." The cables said: "As usual there is nothing suitable for America on the first day." And why "as usual."

#### Wools Suitable for America Are Held Back.

For the reason that our very bright friends, the London brokers, who follow the situation recognize, as all the wool people do recognize, that the class they call "American wools" are

always the highest priced. So on the first day of the London series—always Tuesday—it is the rarest thing to find anything at all that can be brought here. The reason being this: If there is a decline in prices as yesterday and "nothing suitable for America," on Wednesday, or to-morrow or the next day, the "suitable wools for America" may gradually appear; and, if the American demand is at all vigorous,—as it frequently is,—there is a probability that such sales will go a little towards raising prices of other kinds.

#### London Declines Are Not Felt in Like Proportion in This Country.

And while on this telegram may I add something about this decline? A rule, I think we are not apt to figure on the relation between a decline of 5 per cent or a decline of 2 1-2 per cent or a decline of 10 per cent in London and the effect of that decline in America, for the reason, the 10 per cent decline is on the London selling price, but to bring your wool here you pay 11-cents duty, no matter what the condition of the London market. So when you get a telegram giving the decline the percentage here will never be as much as it is there. For instance, if a certain wool is selling at 12 pence, it would cost landed here 37 1-2 cents, after paying the duty and all expenses. Now, a 5 per cent decline on 12 pence would bring it down to 11 1-2 pence and a 5 per cent decline on 37 1-2 cents would be 1 7-8 cents. But wool costing 11 1-2 pence in London costs landed here 36 1-2 cents, so the real decline is but from 37 1-2 to 36 1-2 cents, or 1 cent. This is enough to illustrate the point I want to make, that the wavering of the London market by 5, 10 or 15 per cent is not followed by the same wavering of the market here, because that 11-cent duty always remains a stable factor.

#### Wools Are All Branded.

We will suppose, then, we are in London to attend the auction sales. The first thing you will find when you go to a London broker, with whom you are going to place orders, is that he has a small circular, showing that on Tuesday, and Wednesday, and Thursday, and possibly later, there will be sold certain clips, Adelaide, Sydney, Port Phillip, etc. The clips to be sold on these successive

days will be shown on this circular by their respective brands.

And you would have noticed, if you had gone to the warehouse, that in all these four-story warehouses, (at the docks most of them,) the top floors were piled with tiers of wool,—square bales, three high, arranged in alleys, so that you pass through room after room following the numbers in your catalogue, and may see, if you will, every bale to be sold on this day.

#### How the Catalogues Are Arranged.

I have here a catalogue of sales that took place Wednesday, December 4, 1907, in which the wools were put up by two parties, the one party sold 571 lots, 6,433 bales, and the other party sold 487 lots, 6,432 bales—12,865 bales sold in a thousand lots. Suppose, then, you have your catalogue before you start. Let me explain what is on the left page of the specimen you have in hand. The wools there noted are Port Phillip wools, and "Coree" is given as the brand of that clip. The first lot is "Lot 48, in grease super combg. H, I bale extra combg. H, tares 12, 23 bales in the lot." This page exemplifies, to a remarkable degree, the care with which the wools in Australia are classed and arranged, so that a man need only buy what he wants to buy.

#### Many Lots Are Passed By.

Now, when you have a catalogue made up on that plan you know very well that some of the wool you are not going to look at. As an American you have no interest in lots from 63 on, for they are not "suitable for America."

When we get to the top floor where the wools are exposed, we will hand our umbrella and overcoat, possibly our silk hat, to the man who keeps the lift. Then you put on a smock coat which will cover you to the feet, so you will be absolutely preserved from dust and dirt. With your catalogue you will start and travel along these alleys and pick out the things you think will interest you and make your memoranda. You say probably Lot 48 is all right for quality for you, that it is long enough for your purpose, it is sound enough for your purpose, etc. The first thing to do is to make up your mind how much of it won't be there when scoured. What does it shrink? Your limit is say 75 cents

## THE NATIONAL WOOL GROWER

scoured (the speaker explained the method of making calculations and memoranda).

And so you go on through the whole of the thousand lots, leaving, of course, a great many you don't care anything about. Probably by 12 o'clock you will have tramped the warehouse around and will have made up a list of what you think will suit your purposes, which you hope you may be able to buy at prices you have marked.

Then you go back with your broker to his office, and figure out what work you have done, and make out a list of what lots you want to buy and what you can pay for them, and he probably turns over your bids to a bidding broker. A bidding broker is a man who serves oftentimes two or three or four of the buying brokers, who has clerks around him, and who does nothing but handle the bids in the auction.

The selling broker is on what we call a rostrum, and at each side is a clerk, so all the data may be made in duplicate and nobody will have a chance to say a clerk made a mistake, because the reports of the two clerks must correspond. When the auction begins, to a novice it is one of the greatest shows in the world.

This goes on from 4 o'clock until 6 o'clock. By that time everything will be sold except those lots marked with a star—anything of three bales or less, called the "star lots;" after the brokers have gone these are sold by their clerks. And in that they differ from the method sometimes followed in this country. In London the sharpest wits of buyers and sellers are concerned with handling the wool. Here it is too often the case that a boy graduates from the office into buying wool in the West, and he gets his education at the expense of the employer. The only commendable thing about it is the man who sends him out to get his education does pay the expense.

When the day's work is over you go back to your broker's office and compare the memoranda that he brings of what you bought and what you paid for it, and after attending to your correspondence, if everything is favorable, you get through with your work and get back to your hotel about 8 o'clock, taking home with you the catalogue for to-morrow. You don't want many evening engagements if

you are going to be called for work again at 5:30 the next morning. Twenty-five years ago when there were only four sales in the year, they ran for three or four weeks, and you did not know what was going to come up through the week and never knew whether it was safe to go away for a day, because the day you would go away might be a day when the market would slump a little.

**The Terms Are All on the Catalogues.**

The terms on which these wools are sold are plainly printed on the front page of these catalogues every day, so that you may know exactly what you are required to do, just when you must pay for the wool, just when you can take it away, etc. You have fourteen days in which to get it away. But it never gets away from the warehouse until the substantial cash is in possession of the seller. No credit to it at all so far as the seller and warehouse are concerned. The banks do the credit business over there, and I would be devoutly thankful if the bankers did all the credit business here. One of the most distressing things, to my mind, is the fact that so many wool manufacturers have to be bankers for their customers. Witness the terms on which goods are sold. It is a most deplorable situation that the manufacturers of woolen and worsted goods in this country are largely bankers for the people who consume them.

On arrival from Australia the wool is taken into these warehouses, usually along the Thames, and weighed, and lies there until the day of the sale, and not on the top floor either. It is apt to lie close to the ground or under the ground, the top floor being reserved for sale days and other purposes. All the wool you and I have picked out and thrown on the floor in looking into the bales must be picked up and put back again in the bale and the cut part of the bale sewed up. The stevedores are not experts and they may get something in the bales you do not buy, but according to the conditions of the sale you do not have any recourse. The bales will be weighed up but never at more than the weight at which they came in, and the extra goes to the warehouse keeper. That is the rule and you haven't anything to say about that either.

**Wool Auctions in This Country.**

It is not necessary for me to say anything at length as to the desirability and possibility of selling wools at auction in this country. In 1904, in January, I was sent by the National Association of Wool Manufacturers, to Portland, Oregon, to spend a little time at a joint meeting of the National Wool Growers Association and National Live Stock Association. I stopped in Chicago and was asked by the people of the stockyards to consider the proposition of selling wool here at auction. In my report to the National Association of Wool Manufacturers (March Bulletin, 1904) will be found what I thought on that subject.

There isn't any question at all but that the American wool grower could sell wool at auction if he would employ competent classifiers to put up his wool, as now do two or three men whom I know. If he would establish a classification approximately like the Australian—not at all to its refinement—but, I say, approximately like it; and if it were understood that he would *brand his clip* so that the buyers who went there could hold him responsible, if there were anything like the penalties in this country for false packing that are enforced in Australia, so you could follow a man for months and years after he has falsified the packing of his wool, and collect damages—if that sort of thing ever came about in this country, it might be possible and hopeful to institute the sale of American wools at auction.

Until you can get something like that it seems to me that it is going to be very difficult.—*National Bulletin*.

**SHEPHERDS LEAD SHEEP.**

Shepherds of Palestine lead their sheep. This custom has arisen through the absence of roads and the scanty nature of the pasturage found on the mountain sides. It would be impossible to drive the flocks from place to place unless dogs were employed, and there are no sheep dogs in Eastern countries. Hence the shepherd goes on in front, the sheep following behind, a shepherd boy, as a rule, bringing up the rear.—*London Graphic*.

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## Equal Rights to All and Special Privileges to None

THE American National Live Stock Association presents this pamphlet to the farmers and stock raisers of the United States for the purpose of arousing their interest and securing their support in the retention of just and equitable tariff duties on live stock and the products of the farm. This association is not a political organization; it has no intention of entering partisan politics. It has been in existence for sixteen years. It is composed of State and local live stock organizations, and of individuals, firms and corporations engaged in the production of live stock. Its main business is to look after the interest and welfare of the live stock industry of the United States, especially on national matters, such as the tariff, railroad legislation, etc.

### Our Decreasing Exports.

This nation has long boasted that it was the granary and smoke-house of the world. So it has been; but our population has increased to the point where our production of live stock and food products does not much exceed our home consumption, and to-day we have vastly less for export than in the earlier years of our development. The time is not far distant when our home consumption of food products will practically equal our production. Other new countries, particularly those of South America, are now supplying Great Britain and the continent with a large share of the meat food products and grains we formerly exported. These new countries are in the position in which this nation was twenty-five years ago. Then we had an immense surplus of food products for export. Now these new countries have the immense surplus we formerly had. Their surplus of food products is increasing, while ours seems to be decreasing.

### Prices for Food Products.

Prices of food products are higher to-day than ten or twenty years ago. So are the prices of other things, many of which show an even greater relative increase. It would take too much space in this pamphlet to discuss intelligently all the causes underlying the higher prices of grain, live stock and other farm products, com-

pared with those of earlier periods. In general, all commodities have been affected alike. Statistics, however, show that the increase in the price received by the farmer or stockman for his products is not by any means as great as the increase enjoyed in other branches of trade and manufacture; nor as great, relatively, as the advanced prices demanded by the retailers for food products. Conditions fully warrant higher prices for live stock, grains and other farm products. Land values have increased; taxes, wages for help, all kinds of supplies, and everything pertaining to the running of a ranch or farm, are higher. If the stockmen and farmers

ists, politicians, housewives and the consuming classes; and a great deal of protest has been focused on the price of food products. The tillers of the soil and the stock men have been made popular targets for the politicians, and the result has been the Canadian reciprocity treaty and the free list bill. The former proposed to admit grain and live stock from Canada free, and the latter proposed to admit grain products and meats from everywhere free. Both measures contained other provisions placing some articles on the free list and reducing the duty on other commodities, but the farmer and stock man were the only people seriously affected. In fact, had these two bills been passed, the most important products of the farm, live stock and grain, would have been put on a free trade basis, while the manufacturers would still have continued to enjoy their outrageously high, and in some cases prohibitive, duties on the articles they manufacture.

The fight is not ended. The question will come up again before Congress; and the purpose of this pamphlet is to arouse the farmers and stock men of these United States to a just appreciation of the danger which confronts them.

### Resolution of American National Live Stock Association.

At its fifteenth annual convention, held in Denver, Colorado, December 12 and 13, 1911, the American National Live Stock Association, after due consideration, unanimously adopted the following resolution:

#### Demanding the Retention of Duties on Live Stock and Its Products.

Whereas, This association recognizes that it has always been and must continue to be the settled policy of the Government of the United States to raise a very large proportion of the funds necessary for its support from import duties, which will in a large measure affect the production, the consumption, the markets and prices of such imports and similar products of this country, the benefits and burdens of which should be fairly distributed as between the people, communities and industries of this country; and

Whereas, We believe that it has been plainly manifested by what has been said and done in Congress, and elsewhere, in connection with recent tariff legislation and attempted legislation, that it is the intention of many of our public men to open the door to the free importation of the products of the farm and ranch, including live



T. W. Tomlinson, Secretary,  
A. N. L. S. A. Denver, Colo.

did not receive higher prices for their products, they would not be able to continue in business. Whether conditions warrant advances in many trust-produced articles is doubtful, but no one familiar with the agricultural industry will deny that the farmers and stockmen are entitled to the small increase they are now enjoying.

Naturally the general increase in the price of everything has provoked an avalanche of discussion on the part of the daily press, magazines, econom-

## THE NATIONAL WOOL GROWER

stock, meats and other products of live stock, grains and feeds, and other food products produced in that part of the United States mainly engaged in such business, thereby shifting the burdens of the tariff system to the agricultural and stock-raising portions of the country, and depriving those industries of such benefits as would accrue were the tariff duties retained on those products. It appears to us that it is the avowed and deliberate intention to take the tariff off of the products of agriculture, including live stock and its products, for the purpose of reducing the price which the producer may receive, to the great injury of our business and for the supposed benefit of others; and

Whereas, Live stock and the products of live stock, including wool, hides, meat and meat food products, and all the products of the farm and ranch, should in justice receive the same measure of benefit or protection as is accorded to the products of other industries of the United States, including manufactures, without regard to whether it is called a protective tariff or a revenue tariff; and

Whereas, We believe it to be to the interest and to be the sentiment of the live stock producing and agricultural interests of the United States that live stock and the products thereof, and all farm products, are entitled to and should receive an equal and equitable share in whatever benefit may or should flow from any system of import duties of the country; and

Whereas, We declare it to be unjust and discriminatory as against the live stock producing and agricultural interests of this country, and therefore against the best interests of the United States as a whole, to place on the free list, and subject to the cheapest world competition, live stock and its products, and the farm products of this country, while knowing that a tariff system will and must be maintained on manufactures and other commodities, the burden of which the farmers and stock-raisers must bear, to the extent at least of their purchase of those articles of manufacture and commerce upon which there are import duties; now, therefore, be it

Resolved, By the American National Live Stock Ass'n. in convention assembled, at Denver, Colo., December 12 and 13, 1911:

1. That we demand the retention of sufficient duties on imports of live stock and its products, and all farm products of this country, as will be equal, fair and just to the industry which we represent, compared to the import duties on other products, whether those duties shall be levied for the avowed purpose of protection, or for the avowed purpose of producing revenue to run the Government.

2. We condemn as unjust, unfair and discriminatory the Payne-Aldrich Bill, in placing hides on the free list, and demand the restoration of the same, and declare that we are unalterably opposed to the placing of live stock and live stock products, and the products of the farm and ranch, on the free list.

3. We appeal to the live stock producing interests and to the agricultural interests to unite in opposition to a discriminatory and unjust system of levying import duties whereby our interests shall be sacrificed for the benefit of others.

4. We declare it to be the just right of the live stock and agricultural interests of this country to enjoy equally whatever preferences any system of import duties gives to the industries of this country, incidental or otherwise, in the home markets of the United States, in preference to the products of foreign countries, and we

appeal to the fairness and good sense of the people of the United States to maintain the fundamental principle of our Government—equal rights to all and special privileges to none.

Similar resolutions have been adopted by other State and local live stock organizations throughout the West.

#### Free Trade is Impossible.

It is claimed that consumers should be permitted to buy where they can buy the cheapest. If that proposition is sound, then, since all of us (stock men and farmers, as well as others) are consumers, why not put everything on the free list, so we can all buy in the cheapest world market? That is the very milk in the cocoanut. Treat every industry alike. That would be fair and equitable, and no stock man or farmer would object to it. But free trade is impossible, because the money needed to run the Government must be raised by import duties. No political party stands for free trade. No legislation is now being considered, or is likely to be considered, placing this country on a free trade basis.

According to the Government reports, the actual disbursements of the United States, exclusive of those for the Panama Canal and for the Postal Service, for the year ending June 30, 1911, were \$654,137,997.80. The postal-revenue receipts and disbursements were about equal. The main sources of revenue to meet these expenditures of the Government are custom receipts (tariff duties) and internal revenue. Custom receipts furnish annually from \$325,000,000 to \$350,000,000; internal revenue supplies from \$275,000,000 to \$300,000,000 annually; and the balance comes from miscellaneous sources. Until some other method of raising this immense amount of money needed to support the Government is devised, the present system of custom duties and internal revenue must be continued in effect. No party proposes any different method for raising this money. The question which confronts this nation is how to impose these custom duties so that each industry may be treated fairly and that the burdens of the system may be equitably distributed.

#### Effect of Tariff on Farm Products.

It is self-evident that the imposition of a tariff duty on any commodity

produced in this country in effect gives to the manufacturer or producer of said commodity a protection or advantage by substantially the amount of the duty. On manufactured articles this is true and is not disputed. In the practical operation of the tariff, the duties on live stock and farm products have not, in the past, been of the slightest benefit to the farmer and stock man. They were nothing more than paper duties, to which nobody objected, because they really meant nothing. The reason that duties on live stock and farm products generally have not influenced prices at home in former years is because our home prices for these products were as low as, or lower than, in the markets of the world. Farmers and stock men knew this, and most of them were willing to pay the higher prices incident to the duties on articles they used, in order to support the Government, and in the hope of ultimately establishing a better home market for their products, and thus in the end reaping some benefit. Now that the time approaches when, by reason of higher prices here, coupled with the marvelous development of the agricultural and live stock resources of other new countries, the duties on live stock and farm products might mean something substantial to the tiller of the soil, the politicians, consumers' leagues and manufacturers are clamoring for their removal. The Eastern manufacturing interests are willing to subject the farmer and stock man to a world-wide competition in his products, but object to any reduction in the high import duties on their manufactured articles. They would deprive the farmer of any benefit from a tariff on his products, and leave him to bear the burdens arising from the tariff duties granted them.

#### Argentina and Its Exports.

The probable effect of the removal of the present duties on live stock and meat food products, and generally on all agricultural products, can be best shown by reference to the export conditions in one of the countries producing a large surplus of such products. And for that purpose we will refer to Argentina, the largest exporter in the world of meat and food products.

Argentina to-day has a population

of about 7,000,000 people, with an estimated food producing capacity sufficient to feed 200,000,000 people. Plainly, it will have a gigantic surplus of food products for many years. Argentina is about one-third of the area of the United States, but has about two-thirds of our producing capacity of food products. It has practically supplanted the United States in the beef trade of Great Britain, as will be noted from the following extract from an article by James E. Poole, traveling editor of the *Chicago Live Stock World*, written from London, in January, 1912:

But the bulk of the foreign beef vended in Great Britain to-day is Argentine product, and that country will continue to monopolize the trade. It can undersell the United States and Canada, and the dressed beef trade of Chicago and Smithfield, of enormous volume ten years ago, has been practically extinguished, despite the fact that imports of meats and live stock by Great Britain in 1911 reached the enormous total of £680,559,175, creating a new record. The United States still prosecutes a large trade in hog products with this country, but it is out of the game, so far as beef and mutton are concerned.

Last year the United States sent but 174,350 cwts. of dressed beef to the United Kingdom, while the contribution of Argentina was 6,176,503 cwts. No further back than 1906 the proportions were 2,426,644 and 2,811,493 cwts., respectively. The rapidity with which the South American grower has driven the United States from the British beef market is indicated by the following statistics, showing imports during the period of the most rapid development in Argentina. The figures indicate cwts.:

	U. S.	Argentina
1911. ....	174,350	6,176,503
1910. ....	477,147	5,041,130
1909. ....	856,216	4,336,179
1908. ....	1,432,142	3,706,245
1907. ....	2,417,604	2,756,965
1906. ....	2,426,644	2,811,493
1905. ....	2,232,206	2,580,152

Expressed in percentages, last year the United States furnished but 2.37 per cent of the dressed beef imported by Great Britain, while Argentina contributed 83.89 per cent, and Australasia 13.15 per cent. Of the dressed mutton imported the United States sent none, Argentina 34.83 per cent, and Australasia 61.32 per cent.

#### The World's Surplus of Food Products.

The surplus of Argentina's food products is not confined to meats. Its grain-growing possibilities are only partially developed. Nevertheless, while Argentine at present raises only about one-fifth as much wheat as the United States, it exports more wheat and flour than this country. It raises only about one-fourteenth as much corn as the United States, yet it exports over three times more than this country. Its exports of grain and grain products are steadily increasing, while those from this country are

just as steadily decreasing. It occupies the place formerly held by the United States.

Argentina can produce as good corn fed beef as this country. All that is necessary to induce their cattle feeders to make corn fed cattle is satisfactory prices. At present the beef shipped from Argentina is grass or alfalfa fattened, and even on this cheap feed the beef compares very favorably with the choice corn fed product—and is, of course, less expensive to produce, and can be, and is, sold at a profit for a price considerably lower than that at which corn fed beef can be produced. Argentina and the other countries having a surplus of meat food products are to-day able fully to supply the demands of Great Britain and the continent for beef and mutton and at a price lower than that at which the same products can be produced in this country. Further development of the live stock industry of Argentina, Australasia, Brazil, Canada and Mexico will mean an even greater surplus in the future, which will press on foreign markets.

#### What Free Meats Would Mean.

And that brings up the all-important question: What would be the logical and practical result of the removal of the tariff on meats and live stock in this country? The answer is simple and can not be successfully controverted. Our home prices for live stock or meats would necessarily sink to the level of those of Argentina or other surplus countries, plus the cost of carriage to this country. Our Atlantic and Pacific seaboard cities, and part of the East at least, would be partially supplied with foreign raised meat, and our home grown product would have to be sold in competition with it, and on substantially the same basis of price. Stock raisers would lose part of their home market, and with no possible outlet for their surplus except on the level of foreign prices. Decreased production would be imperative. The conditions surrounding the raising and maturing of live stock in this country (especially cattle and sheep) are such that stock raisers and feeders can not profitably compete with the grass or alfalfa fattened meats of Argentina, Brazil, Australasia and Mexico. Therefore, many would quit the bus-

iness. A greater calamity could not befall this country; for the raising and fattening of live stock is our greatest soil conserver. Diversified farming and stock raising is the keynote of all agricultural prosperity. Diminish the raising of stock and you imperil the whole structure.

What we have said about Argentina, and its present and increasing surplus of food products, applies likewise to all new, sparsely settled and undeveloped countries, such as Brazil and several other agricultural and stock raising countries in South America; to Australasia, which furnishes the surplus mutton of the world; to Mexico, a great breeding country for cattle; and to western Canada, which is now about in the same stage of development that this country was twenty-five to forty years ago. Free live stock from Canada, proposed in the Canadian reciprocity treaty, might not at this time have an appreciable effect on live stock prices in this country, but the time is not far away when free live stock from Canada would affect prices here. It was the universal opinion of farmers that free grain from Canada would lower grain prices here.

Our remarks about the effect of free live stock and meat products apply also with equal force to grain, and to substantially all the other products of the farm. France is an agricultural country like the United States; it can raise all the food products needed by its people; yet France found it necessary years ago to protect, by heavy import duties, her farmers and stock men from the disastrous competition of cheaper food products from a rapidly developing new country like ours, and other surplus countries. France is to-day the richest nation in the world and her farmers the most prosperous. France could not compete with the products of the low priced virgin soil of new countries. Neither can the United States to-day compete against the same conditions. We are confronted with precisely the same situation as regards the competition of South American countries, Mexico and Canada.

#### Canadian Reciprocity and Free List Bill.

Murdo Mackenzie, who was President of the American National Live Stock Association in 1911, and who

## THE NATIONAL WOOL GROWER

has just departed for Brazil, South America, to assume the management of a large live stock company owning ten million acres of land, in his annual address to the association on December 12, 1911, referred to the attitude of this association on the Canadian reciprocity treaty and the free list bill, and also to the effect of the free admission of meats from Argentina and other countries. His remarks are especially apt, and we quote him, as follows:

This association opposed the so-called Canadian reciprocity treaty, which provided for free live stock and retained a high protective tariff on meat. It contained other equally glaring inconsistencies and preferences, such as free grain and a duty on flour. We do not believe that the free admission of cattle from Canada would seriously affect the general price here; it was, however, an opening wedge likely to be followed by placing all our products on the free list. Our objection to the Canadian treaty was founded on the gross discrimination against our industry in favor of the manufactured products of other industries.

\* \* \* The imposition of an import duty on anything produced in this country in effect gives a protection or advantage to the home producers of such commodities by the amount of the tax. Our position is that we want the favors or burdens of this system equitably distributed, and that, so long as the present system of raising money for the support of the Government by means of customs duties continues in effect, the live stock industry should receive its share of the favors; that the labor on the farm or ranch is entitled to the same measure of protection as the labor in the factory.

This association also opposed the farmers' free list bill, and we sent a Committee to Washington to appear before the Finance Committee of the Senate in opposition to it. That bill placed on the free list meats, cereals and flour, and some few manufactured articles, such as agricultural implements, cotton bagging, boots and shoes, certain kinds of leather, and some classes of lumber. The advocates of this bill claimed that it was designed to compensate the farmer for what he might lose by reason of the passage of the Canadian reciprocity bill. Instead of being a remedy, it simply added to the burdens and preferences sought to be placed on the farmers and stockmen. By this bill the important products of the farm and range were placed on the free list; we were compelled to surrender 100 per cent, and secure in return free trade in only a few of the manufactured articles we use. Stated in round figures, this bill would cause the farmers and stockmen to lose \$100 for every \$5 they might gain as compensatory damages. A very good trade for the other fellow! Another reason advanced by the politicians for the passage of the free list bill was that the free admission of meats would serve as a blow to the so-called packers' trust. When you consider that the big packers now practically control the meat industry in South America, you can form your own opinion as to how much they would be hurt by the free admission of the products they handle.

This question of free meats from Argentina, free cattle from Canada and Mexico, is the most important question that has

ever confronted the live stock industry. I believe this association should at once take proper steps to see that every stock man and farmer throughout the West was fully informed of the disastrous effect that the free admission of meats from South America would have on home prices. You should arrange to send a strong representative Committee to Washington to appear before the proper Committees on this subject.

Please remember I am telling this to you as your President. It will be a dead loss to you if the American Congress passes a law admitting free meats from South America. When I leave these shores, the chances are I may be on the other side, but so long as I am your President, I feel it my duty to inform you of the dangers with which you are confronted. If the ports of this country are opened to free meat, you can look for prices to be the lower here for your live stock. That is my best opinion. (Applause).

\* \* \*

In this connection, I wish to make a further pertinent suggestion; that if Congress should place our products on the free list, and thus cause a lessening in the now narrow margin of profit enjoyed by the stockmen, there will be a further shrinkage in live stock production in this country, which will be followed by much higher prices to the consumer. Foreign nations can supply only a small part of the meats we need; that small part will be sufficient to affect conditions here, and start another era of unprofitable prices, lessen production, and cause ultimately higher prices on account of the shortage. At present, stock men generally are getting fair returns, and if substantially the present basis of prices continues, there will be plenty of meat food products produced for home consumption.

The probable effect that the Canadian reciprocity treaty would have had on prices of grain in Canada is shown in the following estimate, which has been widely printed in the press of this country:

The loss to the farmers of Saskatchewan this year on export wheat, through the failure to indorse reciprocity and thus open the American market, is indicated in a special to the Department of Agriculture to be nearly \$17,000,000. This is the difference in the price of the grain between Winnipeg and the Minneapolis market, and does not include the grain which may be lost through lack of transportation facilities and outlets. The figures were reached through investigations made by Deputy Minister Mantle. Between Winnipeg and Minneapolis, on average high-class wheat, a spread of 11 cents was shown on 25,000,000 bushels; low grades, 20 cents on 20,000,000 bushels; oats, 11 cents on 25,000,000 bushels; barley, 15 cents on 35,000,000 bushels; and flax, 26 cents on 7,000,000 bushels; a total of \$16,790,000.

It is unlikely that the Canadian farmers would have received the entire difference in price; in fact, the importation of grain from Canada would have lowered prices in this country more than it would have increased prices in Canada. American farmers and stock men would have been the sufferers from the proposed Canadian reciprocity treaty.

## Conditions in Live Stock Industry.

In an address delivered at Fort Worth, Texas, January 10, 1911, Mr. H. A. Jastro, now President of this association, reviewed at length the conditions surrounding the production of live stock in the United States. Below are quoted some interesting extracts from his address:

The growth of the live stock industry of the United States has not quite kept pace with the increase in population, with the result that we are more nearly consuming our production of meat products than ever before, consequently have less for export. Prices for the past year on all kinds of live stock have averaged higher than for many years, and, barring temporary fluctuations, I believe they will be maintained on substantially the same level. There need be no fear of a shortage of meat food products; indeed, all conditions indicate that we will continue for many years to be an exporter of such products, but in a lesser volume than heretofore.

\* \* \*

Economists may theorize on the cause for the high price of meat food products, but it will be found in the last analysis that the supply is dependent primarily upon the basic fact as to whether the raising of live stock is a profitable business.

\* \* \*

Along with our live stock, the production of our grains has not kept pace with the increase in population, and we learn from our latest census statistics that the number of farms in some of the well known agricultural States has decreased. As in live stock, we need not search far to ascertain the real significance for this seemingly anomalous condition. All who investigate may read, and will understand that labor has been able to secure better returns in other industrial pursuits.

And this leads me to the further observation that there is something artificial and unsubstantial about the magnet which draws labor from the farms and ranches to the cities and factories, and pertinently and ominously suggests many inquiries relative to our future welfare and prosperity. Agriculture has been the basis of our prosperity ever since we became a nation.

\* \* \*

From an economic standpoint, I seriously question whether the removal of the duty on imported live stock or meat products would be of any substantial benefit to the general consuming public. Let us not overlook the fact that the bulk of our cattle are raised on the farms. Anything that tends to make the raising of live stock less profitable will curtail its production; and if less live stock is produced in the United States, then in a year or two prices will be higher on account of such lessened supply, and because the countries having a surplus of live stock and meat food products could only furnish a small fraction of what we need, and would demand higher prices than are now prevailing in this country; so therefore we must largely depend upon our home production. Once more I reiterate that the continued prosperity of the live stock industry and its expansion to meet the increasing demand of a growing population at home, with perhaps a surplus for export, depends entirely upon the fact of whether the raising of live stock is as profitable as any other branch of agriculture or trade. Whenever it becomes a venturesome, speculative and unprofitable business,

promising less returns than the average of other classes of industry, then you may rely on a temporary lessened production and a consequent shortage, generally followed by higher prices and over production, without any compensating benefit to either the consumer or raiser of live stock. Why transfer to Mexico and Argentina a large share of cattle production, and lessen the already small profits of the cattle raiser? Why should the cattle raiser be the victim of a free trade policy, while other industries are protected? (Applause).

#### Soil Fertility and Live Stock.

Elsewhere in this pamphlet we have referred to the importance of live stock as a means of retaining and increasing our soil fertility. This point is especially well presented in an address by Mr. E. C. Lasater, President of the Cattle Raisers' Association of Texas, before the American National Live Stock Association, in Denver, December 13, 1911, from which we quote, as follows:

Our economists tell us that we cannot give the people cheaper food stuffs until we restore our soil fertility, thereby increasing the output per acre. They tell us this can best be done by diversified farming and the increase of the number of live stock carried upon farms. Our last United States census shows that the cattle of the country are six and a fraction per cent less than we had ten years ago, while our population is more than one-fifth greater.

This brings us to the tariff question. A large body of our statesmen at Washington say they are going to stop the movement of our people from country to urban pursuits—going to foster the conservation of our soil fertility. How?

By forcing the country producer to sell the products of his labor in competition with the markets of the world, and to buy that which he needs and does not produce on the farm on a protected market? Free raw materials, free food stuffs, and protected manufactures can mean nothing less. I care not whether such a policy is given us by tariff-for-revenue-only statesmen or protected-infant-industry people; it will mean the continuation of the robbing of our soils and the continued movement from country to urban pursuits of our people.

My friends, a nation can be great and grow greater without millionaires, without palaces; but it cannot even exist unless it has the home surrounded by fertile acres that will yield to the husbandman returns sufficient to enable him to surround the dear ones nested there with all that is necessary for their mental, moral and physical well-being.

Up to now, by cashing our soil fertility, we have been able to disregard all laws of political economy and finance. We have kept the balance of trade in our favor by selling to the nations of the earth our raw materials at less than it cost to produce them, soil fertility considered.

Sound farm economics demand that grains and cotton-seed products be converted on the farm into higher-priced food products, such as meat, milk and butter, instead of contributing to the making of such products in foreign countries. The tariff policy above outlined will not promote this achievement.

You can not promote the prosperity of

the country worker by forcing upon him an undue portion of the burdens of maintaining our Government. Let us as a nation realize that the one natural resource that demands conservation above all others is our soil fertility, and demand at the hands of our legislators tariff legislation that will not encourage or make necessary still further soil depletion, but legislation that will be constructive and back up the great cities we have built with fertile farms and happy, contented husbandmen, who will pass on to future generations an ever-advancing civilization.

On the same point, we quote from the remarks of Mr. E. L. Burke, of Genoa, Nebraska, a large farmer and feeder, and member of the Executive Committee of the American National Live Stock Association, who appeared before the Finance Committee of the United States Senate, on May 16, 1911, in opposition to the so-called free list bill.

I believe there is a great lack of appreciation of the relationship between the live stock industry in its various forms and the productivity of our farms. I apprehend that few of those who favor the placing of meats on the free list have ever looked beyond the immediate results hoped for and figured out the ultimate consequence to the country. The results are bound to be far reaching and go clear to the bottom of things. No action should be taken hastily for the sake of a temporary gain, which in the end might turn out to be a public calamity.

\* \* \*

If you make the feeding of live stock on the farms of this country unprofitable by introducing cheap foreign meats, you will destroy the greatest force for conservation there is in the country to-day, and incidentally you will depreciate the value of all of our farms. Force the farmers to haul grain to market instead of driving it on foot, and you make them robbers of the soil instead of conservers. Without stock to eat it, the clovers—the greatest fertilizers—cannot be grown profitably. The present generation of farmers, and then the next, might survive free meats with ever-diminishing returns; but the succeeding generations would have turned over to them a lot of "squeezed-out" lemons, from which it would be difficult to make an honest living.

Other results of free meats would be the increased proportion of our grain forced into the central markets, with correspondingly lower prices, and by-products of the farm—like straw, beet tops, damaged hay and grain—must rot or else go up in smoke, instead of bringing in an income and renewing the land as fertilizer. The very first result of free meats would be a lower standard of living on farms; and when the boys began to pull out for the cities, people would wonder why they refused to stay on the farm; and more Farm Commissions would be appointed to devise ways and means for making country life more attractive. It seems incredible that Congress, for the sake of a temporary advantage in the shape of cheaper meats, can wish to undermine for all time the greatest resource our fair country has—the fertility of the soil.

The representatives of New England, who are so keen to protect their own industries with high tariffs, should think

twice before they diminish the purchasing power of their best customers in the West, by voting to deprive them of what little protection they have.

#### The Argentina Competition.

Mr. S. H. Cowan, attorney for the American National Live Stock Association, in an address before the National Farmers' Union in September, 1911, referred to the decrease in our exports of meats, and to the fact that Argentina was now supplying the trade we formerly enjoyed. We quote part of his remarks on this subject:

These things happened because the Argentine beef, fattened as it is on alfalfa, was laid down in London cheaper than we can do it; so they took our trade there, and we have no other outlet, and they will hold the trade.

Now, in view of these things, we cannot afford to come into open competition in our own markets with Argentine beef and live stock. Every carcass which comes to New York, Boston or New Orleans takes the place of one that ought to be raised in this country. As it is under the 1 1/2-cent-per-pound duty, none comes in; but take it off, and the lines of steamers in the refrigerator and foreign-meat trade between Argentina and England, seventy in number, will establish their lines to New York, and the Western farmers' outlet for cattle will be cut off in our Eastern cities.

Some of our Chicago packers operate packing-houses now in Argentina, and others would quickly follow, and they would supply the Eastern seaboard trade, having their storage-houses and agencies already in all large cities, with the cheaper beef from Argentina, or buy our cattle at figures to enable them to sell the beef in New York and elsewhere as profitably as they could lay it down from Argentina.

\* \* \*

There is no merit in the cry for cheap prices, whereby the producer would not get a fair profit for his skill, labor and capital. Every industry is entitled to that, and no element in any part of this country in any business has a right to demand that the farmers and stock raisers shall produce what we eat at less than a fair profit.

#### Importance of Agriculture.

If there is any fundamental principle in our economics, to which all subscribe, it is that on the prosperity of agriculture depends the prosperity of this nation. That being true, any law, no matter what its purpose may be, that will destroy our agricultural prosperity is wrong. And coupled with that principle is the further one, that to the American farmer and stock man belongs the American market, so long as a sufficiency or surplus is produced. To admit free live stock and other products of the American farmer would reduce the price of our farm lands; would reduce the wages of the farm laborers to the lowest level of any of the surplus nations; would reduce the

## THE NATIONAL WOOL GROWER

price of corn, cottonseed products, forage and other stock feeds; would decrease our soil fertility; would force many now engaged in agricultural pursuits to seek other avenues of employment; and would permanently injure agriculture—the real foundation of our past and future prosperity.

The interest of the stock raiser and farmer in this tariff question is identical. Whatever is inimical to one is inimical to the other. They must stand together, if their just rights are to be protected. The American National Live Stock Association stands for a fair and just revision of the tariff. That, we believe, is the attitude of the agricultural class. If any duties on live stock and its products, or on any agricultural products, are unreasonable high, and can be so proven, we are willing that they should be reduced. So should the duties on all other products be treated by Congress. But it would be rank discrimination to place our products on the free list, and to retain on the dutiable list most of the other products of this country. We stand for a square deal all around.

Hides were placed on the free list by the Payne-Aldrich bill. As a result, hides are lower, but boots and shoes, harness and leather goods, are higher to-day than before the passage of that Act. The stock raiser and farmer were robbed of the benefit of a 15 per cent duty on hides. The Government lost that much revenue. Who was benefited? Surely not the consumer.

## What Farmers and Stockmen Should Do.

What should the stock raisers and farmers do to avoid this threatened calamity which will follow the placing of their products on the free list? Organize like the other industries of this country. See that your Congressmen and Senators are pledged to protect your interests. The time to do this is now. Do it before election. Publicity and public expression of those engaged in these great industries will bring its reward. The justice of our cause is our strongest argument.

Brand every poor wool producing sheep at the shearing pen. A few years of careful selection will increase the weight and the quality of every fleece produced.

RESOLUTIONS ADOPTED BY  
BIG HORN BASIN WOOL  
GROWERS ASSOCIATION.

At the annual meeting of the Big Horn Basin Wool Growers Association held at Worland, Wyoming, the following resolutions were unanimously adopted:

Whereas, the wool industry of the entire United States is passing through a period of unheard of depression, caused, as we believe, from the exclusion of flockmasters from grazing privileges on the mountains by the Forest Department, and the fact that there is at this time less range grass than has been known for a quarter of a century, and

Whereas, the high costs of labor now maintained by the wool growers of Big Horn Basin, and the advanced price of all supplies used in said industry, has caused the production of wool in the United States to exceed that of foreign countries by at least double the amount of such production in foreign countries, all of which facts have been clearly demonstrated by the Tariff Commission, and

Whereas, the unwarranted agitation of the tariff question and the demand for a reduction in the duty on wool which has caused irreparable loss to our people, and which if continued will annihilate the industry, now

Therefore, be it resolved that we impress upon our representatives in Congress the importance of settling the tariff question at once, and we demand a specific duty of not less than 27 cents per scoured pound on wool imported to this country.

Whereas, the rates charged by the railroads for transporting Wyoming wool to the Atlantic Seaboard have long been excessive, unfair, unwarranted, and a burden to our people.

Therefore, be it resolved, that we respectfully urge a material reduction in the said rate, and commend the work of State and National association in their efforts to place facts before the Interstate Commerce Commission in the hope that that body will demand of the railroads that they establish fair and equitable rates.

Whereas, it is of vital importance to the sheep industry of the Big Horn Basin that we transport our stock to market in the least possible time to avoid loss and shrinkage.

Therefore, be it resolved, that our delegation in Congress be instructed to assist in every way possible in the enactment of the sixteen-hour law as a minimum speed limit for stock trains carrying our produce to market.

Whereas, we are going through a very severe Winter and it is of vital importance to us to obtain food stuff for our sheep at a minimum cost;

Therefore, be it resolved, that we earnestly petition Chicago, Burlington & Quincy Railroad to grant us a 25-cent corn rate to all points in the Big Horn Basin.

Be it resolved, that we heartily endorse the work done in and out of Congress by Senators Warren and Clark and Congressman Mondell, and desire to assure them of our deepest appreciation of the services rendered the sheep and wool industry of this and other States, and we endorse and support Senator Francis E. Warren and Hon. Frank W. Mondell for re-election to their respective positions in Congress, which they are now so ably filling.

Whereas, President Taft has publicly declared himself as favorable to a reasonable tariff for the protection of the wool industry thus demonstrating that he is not an unknown quantity on this question of such vital importance to the flockmasters of the West and believing that he has shown by his acts that he disapproves of the Pinchot policies.

Therefore be it resolved, that we favor the re-nomination and election of William Howard Taft as President of the United States for another four years.

Be it resolved that we hereby extend to the Mayor, the City Council, the Commercial Club and citizens of Worland generally our hearty thanks for the gracious and cordial reception extended to us in the entertainment given to the members of the Big Horn Basin Wool Growers Association at this their annual convention.

Respectfully submitted,  
ROBERT STEELE,  
A. C. DENT,  
W. B. SLEEPER,  
Committee on Resolutions.

Get us two new subscribers for this paper.

## Canada an Example and Warning

By WINTHROP L. MARVIN

**T**HE wool manufacture in the Dominion of Canada is as old, and theoretically it should be as prosperous, an industry as the wool manufacture in the United States. Yet the entire production of all the Canadian mills is less than that of a single American company. Two out of three of the inhabitants of the Dominion are clothed wholly in foreign fabrics, as against less than one in ten of the American people.

What is the cause of this extraordinary difference? Fifty years ago the two countries were virtually on an equality so far as this great branch of textile manufacturing was concerned. One-half of the woolen clothing of Americans of 1861 was imported from Europe, and the other—in price and quality generally the cheaper—half was produced in American mills. That same condition was substantially true of Canada. There were several hundred woolen mills in the Dominion engaged in the manufacture of good, sound, low-priced or medium-priced cloths, for which the native wools were especially adapted.

Immigration of Scotch and English farmers and shepherds and of Scotch and English operatives had brought to the Dominion the skilled personnel of a successful industry. Water power was abundant. Land and climate favored the growth of excellent clips of wool. Sufficient capital existed for the starting of the relatively small establishments which were then in vogue. Wages in the Canadian woolen mills were and have continued to be lower on the average than in the United States, though distinctly higher than in the United Kingdom. The Canadian mills have been managed with shrewdness and ability, by men of thrift and courage. Many of these men, finally despairing of success at home, have moved to the United States, and here have become successful manufacturers. So, too, with the operatives. A considerable proportion of the best spinners, weavers, and dyers in American mills today have found their way to these mills via Canada.

### By Way of Contrast.

In 1861 an adequate protective tariff, in which wool and its manufactures were included, was enacted for the American people by their government. Under this economic policy, the progress of the American wool manufacture, as measured by the aggregate value of its products, has been as follows:

1860	\$ 73,454,000
1870	199,257,000
1880	238,085,000
1890	270,527,000
1900	296,990,000
1905	380,934,000
1910	507,219,000

Under a policy of late years of inadequate protection, the wool manufacture of Canada, carried on by people the most nearly like Americans of all the races on the globe, has not only failed to increase in any important way, but for some time has been at a standstill, and is now actually decreasing. Read these significant words of the Montreal Woolen Mill Company, announcing the abandonment of its business, in December, 1908:

We have been in business for the past thirty years and have always paid good interest on the capital invested till the last four years. Since the present political party came into power, they have lowered the duty, and have practically annihilated the woolen industry. During their stay in power they have, through their free trade policy, been the cause of 75 per cent of the woolen mills closing, and if they stay in power much longer there will be none left and the once biggest Canadian industry will be no more. We have during the last four years lost money, but have been hanging on expecting a change in government which did not come, and we have now decided to liquidate our plant while we can pay 100 cents on the dollar.

Do you know what the duty on second hand woolen machinery is into the States; if same is low enough we may be induced to move our machinery and go over, providing we could secure a good location at a reasonable figure.

A former Canadian manufacturer now established in the United States recalls, as a partial list of other Dominion mills that have succumbed, the Hespeler Mill at Hespeler, an important twenty-two-set concern, the Waterloo Mill at Campbellford, the Cornwall Mill at Cornwall, the Globe Mill at Montreal, the Beauharnois Mill, the Hawthorne Mills, the Loomis

Mills, the Perth Woolen Mill (changed into a felt mill), the Streetsville Mill, the Markham Mill, and the John Dick Mill at Coburg (largely changed over to bagging). It is stated on good authority that few of the surviving Canadian woolen factories are actually earning dividends, but that the managers are holding on in hope of a lessening of the Imperial preference that has been so fatal to their industry.

### Canada Has Free Wool.

And all this despite the fact that Canadian manufacturers have long enjoyed what is sometimes pictured as the inestimable boon of free wool. Nominally there is a low duty of 3 cents a pound on a few kinds of wool supposed to be most nearly competitive with the wools grown in Canada, but foreign wools of these kinds are not imported or no duties are collected. Only \$6 was paid in wool duties in Canada in 1907, and nothing in 1908. The Canadian mills have the free range of the "markets of the world." This has been of no avail, in the lack of adequate protection on the finished products.

Meanwhile, how have Canadian farmers and stock men fared? There in the Dominion is an empire of cheap lands, as perfectly adapted to wool growing as any region on the globe. There are veteran shepherds from the downs of England and the hills of Scotland. Canadian-grown mutton is famed among epicures. The fiber of Canadian wool, though not of the finest, is notably strong and durable. The country is almost wholly free from the grave epidemic diseases which play havoc with the flocks of South America, South Africa and Australasia. "Old Country shepherds are often amazed that disorders which are chronic among sheep in England and Scotland disappear of themselves in a generation after the animals are brought to Canada."

### Canadian Sheep Disappearing.

Yet not only the woolen mills but the sheep themselves are disappearing from the Dominion. The decrease is

## THE NATIONAL WOOL GROWER

so sharp and startling that the Minister of Agriculture of the late Liberal Cabinet had ordered that an investigation be undertaken by the Live Stock Commissioners. Here are the records of the number of sheep in Canada and in the United States throughout a generation:

Canada	
Year	Sheep
1871	3,155,000
1881	3,048,000
1891	2,563,000
1901	2,510,000
1905	2,100,000
1910	2,106,000
United States	
Year	Sheep
1870	27,786,000
1880	42,192,000
1890	40,876,000
1900	39,938,000
1905	38,622,000
1910	41,999,000

Within this period, the population of Canada doubled and the population of the United States somewhat more than doubled. The Canada of 7,000,000 people has less than one sheep for every three inhabitants. Nine States of the American Union in 1905 had each more sheep than all Canada. Montana in 1910 produced 33,600,000 pounds of wool. The province of Alberta just across the line, produced, according to the Alberta Wool Growers Association, only 400,000 pounds! Yet Canadian officials and ranchmen assert that Alberta and Saskatchewan are naturally as favorable for merino and crossbred sheep as Montana or Wyoming.

The decline of sheep growing and the decline of wool manufacturing in Canada have naturally and inevitably gone on hand in hand. The 2,645 woolen looms of 1899 had fallen to a nominal 2,034 in 1907; the number of spindles had shrunk from 194,086 to 188,254. Of this machinery in existence only a part was in actual operation. Many mills were entirely closed. Canadian mills manufactured a smaller quantity of Canadian wool in 1908 than they had consumed in 1871. The total consumption of foreign and domestic wool in the Canadian wool manufacture in 1908 was only 13,000,000 pounds. In the United States the amount of domestic and foreign wool consumed in 1909 was 574,000,000 pounds. That is, the United States, with twelve times the population of Canada, consumed forty-four times as much wool in its native manufacturing.

## How 30 Per Cent Protection Fails.

The total value of the product of all the woolen mills in Canada is not far from \$12,000,000 a year. Imports of foreign goods of a foreign price of

\$21,400,000 supply about two-thirds of the clothing of the Canadian people. "Fifty years ago," says the *Canadian Textile Journal*, "the very reverse was the case as regards both the wool grower and the manufacturer, and the reverse is also the case in the United States to-day, where over three-fifths of the raw wool manufactured in the country is grown on the backs of American sheep, and where out of \$400,000,000 worth of woolen goods annually consumed, according to the Census of 1905, \$380,934,000 worth were made in the country."

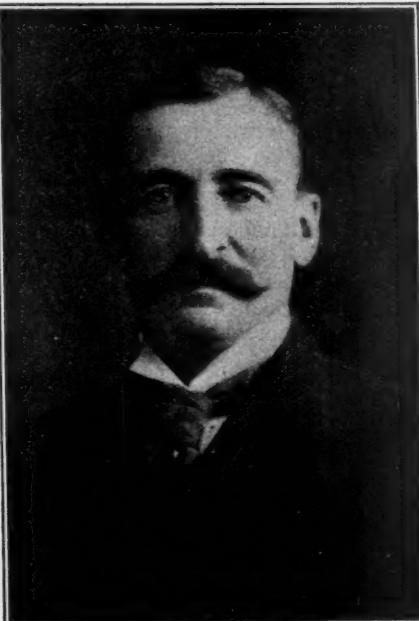
The protection given to woolen

totally inadequate. The Canadian wool manufacture is breaking down, although, to quote again the *Canadian Textile Journal*, "the average Canadian mill is as well equipped as the average Yorkshire mill, except for its adaptability for the production of shoddy goods." A 30 per cent protection does not bridge the difference in the cost of production between Canada and the United Kingdom—and because it does not do so it is almost equivalent in its consequences to downright free trade.

## Clothing "Cheaper" Only in Quality.

Not only is this inadequate protection closing Canadian woolen mills to the ruin of Canadian wool growers, but it is degrading the clothing of the Canadian people. "The mere fact," says the *Canadian Textile Journal*, "that numbers of firms in Galashiels, Huddersfield and other medium and fine cloth centers have lost their Canadian trade in recent years, while Batley, Dewsbury and other centers of the shoddy trade have enormously gained in this market is a simple proof of this." One of the best known of Canadian wool manufacturers, in a letter to a friend in the United States, remarks the growing importation and use in the Dominion clothing trade of "a low line of goods, very striking in appearance but cheap in price—quality does not enter into the question as it used to do. This makes it hard for mills like our own, devoted to the manufacture of pure wool goods. I have noticed lately that one or two of the older mills have changed over to lower-priced stuff, using cotton and shoddy."

Canadians themselves deplore the disappearance of durable native fabrics. Tariff reduction has not made their clothes any "cheaper" except in quality. Some Canadians manifest an increasing preference for attire from the United States. Apparently they conclude that though American clothes cost more they are worth more. Canada has become of late years the best outside customer of the great manufacturing clothiers of this country. "There are over fifty towns in Ontario," a Canadian journal says, "where one or more clothing merchants make a specialty of American clothing. At the Christmas sales of 1909 one-half of the stock in one of



J. A. Delfelder, Exec. Committee man, Wyoming.

cloths and dress goods in the United States, above the duty compensating manufacturers for the duty on raw wool, is 50 and 55 per cent ad valorem. This is the rate of the Aldrich-Payne tariff law. It was the rate of the Dingley law preceding. The protection given to cloths and dress goods in Canada is nominally 35 per cent; that is, this is the general tariff rate. But the Imperial preference to similar British goods has reduced this rate in practice to 30 per cent. This is the protection which Canadian mills receive against the mills of Yorkshire. It has proved

Toronto's retail stores was advertised as American." "If these goods," this journal asks, "are not considered better by the Canadian purchasers, how is it that the United States manufacturers are able to ship them here?" These American goods are not one-twentieth of Canada's total imports; but they represent a significant revolt against the great bulk of trans-Atlantic importations. Partial free trade in woolen goods has proved a curse and not a blessing to Canadian consumers.

In other words, inadequate protection robs Canada of a great national industry once strong and prosperous, gives her people "cheaper" and poorer clothing, and benefits no one but manufacturers overseas, who are enabled to underbid Canadian mills by a superior ability in the manipulation of substitutes for pure wool, and by the starveling wages of their operatives. "Even the unskilled American negroes," declares a writer in a current English magazine, "earned more and live better than the skilled English artisans." British Board of Trade reports show that 1,171,216 workers in the textile trades earn each less than \$4.50 in a week of full employment.

#### A Warning for the United States.

This survey of the dying Canadian wool manufacture is of a great deal more than historic or academic interest for the United States. A few months ago a bill reducing the protection of American woolen mills almost to the rate which has proved ruinous to Canada passed the Senate and House of Representatives, and was met by the veto of President Taft.

It is assumed that a similar bill will be given the right of way in the House at the present session of Congress. When the bill of the late session was introduced, its authors themselves declared that, allowing for the 20 per cent duty on raw wool, it would reduce the actual protection of American woolen mills to 32.55 per cent ad valorem. This is to be compared with a Canadian protection of 30 per cent, under which the once strong and prosperous woolen mills of our Northern neighbor, with lower wages, abundant capital, and excellent machinery, are swiftly being dismantled and sold.

No American public man can face

these hard facts of Canadian experience herein related without a full realization that if he votes to reduce the protection of American wool manufacturing to 32.55 per cent or any approximate rate he is deliberately voting to destroy that industry without any compensating benefit to the American people, and without any other possible result except the enrichment of some importers in New York and some manufacturers in Europe.

#### WOOL GROWERS CONSTITUTION.

Section 1.—The name of this Association shall be.....

Sec. 2. The objects and purposes of this Association shall be to advance in every proper way the interests of wool producing and sheep growing, and to take all right and proper steps against unreasonable State or National legislation against the interests of the sheep industry, and to secure through co-operation and otherwise a closer understanding as to the ways and means of marketing our products.

Sec. 3. Any individual, company or corporation engaged in wool growing, sheep raising or sheep feeding, is eligible to become a member of this Association, upon the payment of his annual dues, as herein provided.

Sec. 4. The dues of all members shall be \$..... per annum, payable at the annual meeting each year.

Sec. 5. No member shall be entitled to vote at any convention or meeting of this Association unless his dues shall have been paid.

Sec. 6. The officers of this Association shall consist of a President, Vice-President, Secretary and Treasurer, all of which shall be elected at the annual meeting of this Association.

Sec. 7. There shall be elected at the annual convention of this Association an Executive Committee to consist of..... members.

Sec. 8. Five members of the Executive Committee shall constitute a quorum for the transaction of business and it shall be the duty of this Committee to meet after the adjournment of the annual convention and consider such matters as may properly come before it.

Sec. 9. The Executive Committee

shall have general charge of the work of the Association and shall act as an Advisory Committee to the President, and shall also have full power to fill any vacancy occurring in the Association until the next annual meeting.

Sec. 10. At least one annual meeting of this Association shall be held during each calendar year, the time of which shall be determined by the President, and the place of meeting shall be selected by the vote of the delegates present in annual convention, but should such delegates fail to select such annual meeting place, it shall then be selected by vote of the Executive Committee.

#### OTHER COUNTRIES HAVE TARIFFS.

(From Vice Consul General Henry D. Baker, on special detail).

The New Zealand tariff fixes both specific and ad valorem duties on boots and shoes. The specific duties are as follows: 36 cents per pair ordinary tariff, plus 18 cents per pair preferential surtax on foreign goods, for men's boots and shoes above size No. 5; 24 cents per pair ordinary tariff, plus 12 cents per pair preferential surtax, for youths' shoes above size No. 1; 12 cents per pair ordinary tariff, plus 6 cents per pair preferential surtax, on boys' shoes Nos. 7 to 1, both inclusive; 24 cents per pair ordinary tariff, plus 12 cents per pair preferential surtax, on women's above size No. 1; 12 cents per pair ordinary tariff, plus 6 cents per pair preferential surtax, for girls' Nos. 7 to 1, both inclusive; 24 cents per pair ordinary tariff, plus 12 cents per pair on other kinds. The ad valorem duties all amount to 15 per cent ordinary tariff and 7 1-2 per cent preferential surtax. Goloshes or overshoes of rubber pay 22 1-2 per cent ad valorem, plus 11 1-2 per cent preferential surtax. The real ad valorem duties are somewhat higher than this rate, as the duties are based on the commercial value of the goods in the country whence they are imported, plus 10 per cent to cover their supposed enhanced value on arriving at their destination.

Efficiency will be the watch word of the Twentieth Century and the wool grower who fails to practice it will fall far behind the procession.

## A Short History of the Australian Merino

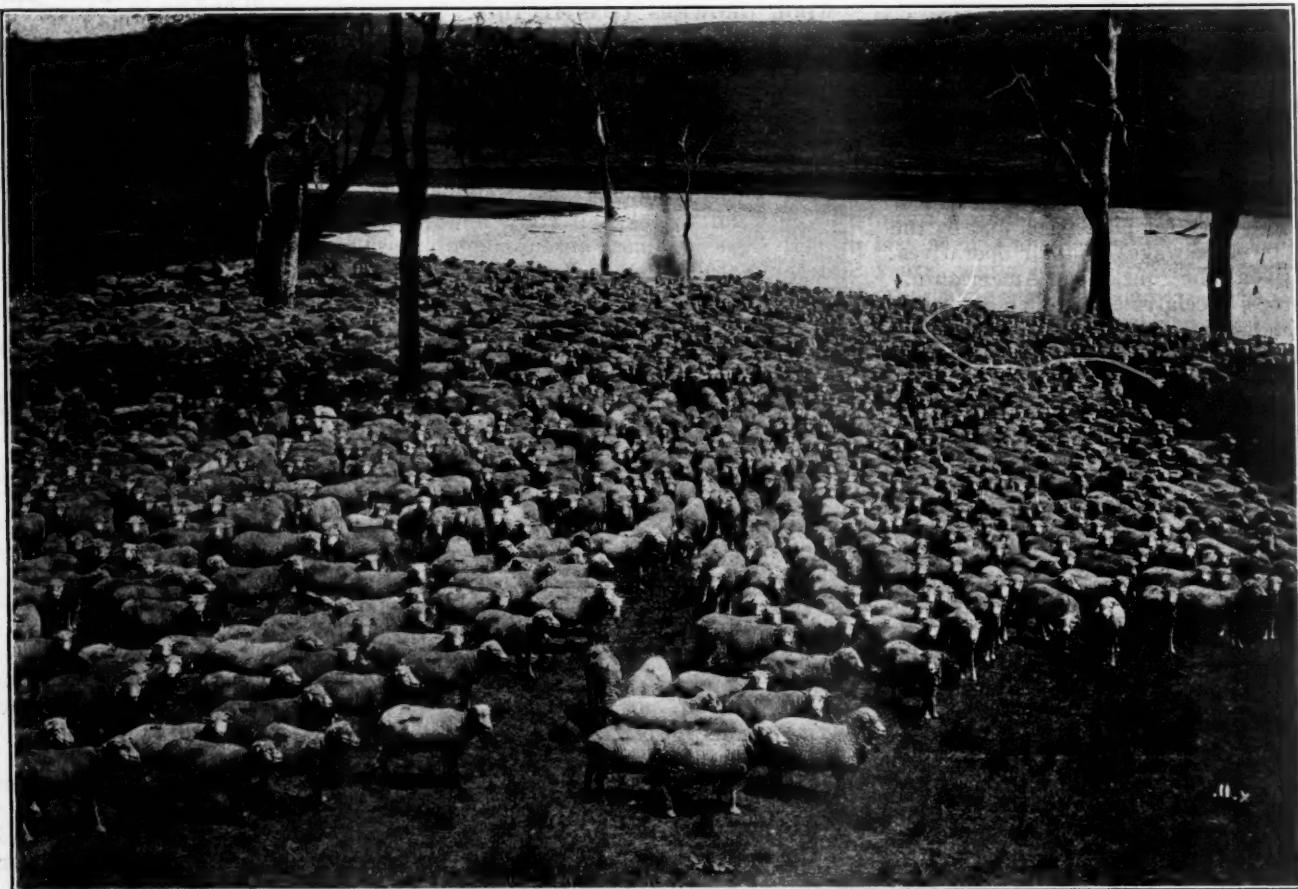
THE best way to convey an idea of how the Australian Merino has been established is to refer back to those early stud flocks which had the most influence on the wool industry as it stands today.

In the first place it is necessary to briefly refer to the types of Merino in Australia which have come to be recognized almost as distinct

By R. H. HARROWELL

cal conditions did its work. The first sheep that came to New South Wales went to form, among other lesser flocks, the Camden Park flock, and though this old strain and type has been obliterated, except for a few pure direct descendants still at Camden Park, kept as objects of historical

strict and in the course of time the Merinos bred there acquired a distinct type known as the Mudgee type. From these sheep the foundations of many very important flocks were laid, though the old Mudgee type has practically disappeared. The strains of Merinos which have now the dominating influence on the wool industry are as follows: The Wanganella type,



*A Mob of Merinos at a Waterhole.*

strains, so much that of late years the idea of mingling them is not at all popular with leading stud breeders.

The Merino first came to New South Wales in 1797, but the island of Tasmania, or Van Dieman's Land as it was then called, received sheep very shortly afterwards and from an identical source, but the two colonies produced sheep of different types as the years rolled on and the contrast of lo-

interest, the old flock lies at the base of many of the varying types of the present day.

For many years the impenetrable range known as the Blue Mountains kept settlement within a narrow area near the coast of New South Wales, but once a road through the mountains was discovered the flocks extended to the fertile country beyond. The earliest flock owners west of the mountains settled in the Mudgee Dis-

which is bred on the extensive plains, sparsely timbered and under a low rainfall. This type is perhaps the most widely used in Australia because agriculture and the crossbreeding is displacing the more fancy type of sheep on the more favorable country near the coast. The characteristics of the Wanganella type are big frames, plain bodies, white tip, good neck folds and tails but plain bodies and a long bold staple of wool

very light in yolk. Then there is the Tasmanian type which is the product of a colder climate and different soil condition. This type is characterised by very dense fleeces of fair length but of great brightness, with a fair amount of grease. They are smaller in frame than the mainland sheep but grow out well when transferred to warmer country. In general appearance they carry more fold development and are black in the tip. The third main type is that known as the South Australian Merino, which originated in that State. It had a common origin with the Wangannella and Tasmanian types, but local conditions and the different lines on which the breeders worked produced the distinct type. The South Australian Merino is characterised by large frames and exceptionally plain bodies. The wool is longer than the other types but it lacks the density and it is a strong class of wool. As far as the old Mudgee type is concerned it has disappeared, but several of the oldest Mudgee flocks such as Havilah, Brindley Park and Collaroy are still flourishing simply because they have changed the type to one of a wider sphere of usefulness.

Now for some idea of how the main stud flocks of Australia were originated and built up. The first sheep came to Australia in 1797 when Sir Joseph Banks, on his way out from England, purchased twenty-six Merinos from the widow of Colonel Gordon in Cape Colony. These sheep were directly descended from the King of Spain's famous flock and Sir Joseph Banks and Captain Kent of the Supply divided the sheep between them. On arrival at Sydney Sir Joseph Banks offered his sheep to the Governor of the Colony, but they were declined and eventually were distributed among several settlers including men who afterwards did a great deal to establish the wool industry in Australia, viz., Captain Macarthur and the Rev. Samuel Marsden. This was the first shipment of sheep to Australia so that it can be said that the foundations of the great wool industry of the present day were laid with the Spanish Merino. Later on German and French blood was introduced as I will endeavor to show in as few words as possible. Sir Joseph Banks on leaving Australia a

few years after the importation sold his flock to Mr. William Cox of Clarendon, Tasmania, who was thus the first to breed Merino sheep in that island. Mr. Cox's sheep, some years later, were taken back to New South Wales and formed the nucleus of the once famous Burrundulla flock near Mudgee.

Captain Macarthur, more than any one else, demonstrated the suitability of New South Wales to the production of merino wool and his flock at Camden Park had a great influence on the growth of the wool industry. It was in the twenties that other influential flocks came into existence, and the Mudgee District and Tasmania lead the van in this direction. Once these studs got going importations were made on a larger scale.

One of the earliest flocks was started at Lue in 1823, just a few miles out of Mudgee. The foundation of this flock was pure Spanish sheep bred by King George III. The next importations made came from Saxony and the celebrated Gadegast and Steiger flocks. In 1825 what is now known as the Collaroy flock came into existence by the importation of 100 ewes and twenty rams of pure Saxon blood from Leipsic and later on rams from the old Camden flock were introduced. Further Saxon rams were imported in 1851 and seven years later recourse was once again made to pure sheep of the King George III strain. Then in 1829 Mr. J. B. Bettington founded the Brindley Park flock with 200 pure Saxon Merinos and in 1861 he imported Silesian rams. In 1830 Mr. Geo. Cox removed the Clarendon flock from Tasmania to Mudgee and formed what became the celebrated Burrundulla flock. About that time Mr. Cox imported a few Rambouillet sheep from France. Later on, in 1864 some German rams were imported. In 1835 Mr. N. P. Bayly started the Havilah flock with sheep directly descended from King George III's flock. In 1860 a Saxon ram was introduced and a few years later four more Saxon sheep were introduced.

The above notes give an idea of where the principal importations of merinos came from, but simultaneous with the growth of the sheep industry in New South Wales was the progress in Tasmania and Victoria.

The Van Dieman's Land Company, in 1827, sent out to Tasmania a shipment of 103 merino rams and 161 ewes—all pure Saxon sheep. The next year a further shipment came from the same source, and these importations laid the foundations of many flocks which afterwards attained great prominence, in Victoria as well as Tasmania.

About the same time that the Van Dieman's Land shipment arrived in Tasmania another consignment of Saxon sheep was brought out by Mr. W. Forlonge, and from these sheep came the foundations of many of the most important merino flocks in Tasmania and Victoria. A short time after William Forlonge's sheep were settled in Tasmania his brother Andrew brought out 130 more, also from Saxony. He took them to Sydney, but on being refused a grant of land in New South Wales he settled with his brother in Tasmania and finally removed his flock to Victoria, where his sheep had a marked influence on the young wool industry. In 1826 Mr. E. D. Wedge brought out fifty Spanish ewes and a few rams and established them at Snakebanks.

One of the oldest Merino flocks in Tasmania is that at Beafront, owned by Mr. Thomas Parramore. It was founded in 1823 by George Parramore, grandfather of the present owner, with sheep directly descended from the flock owned by the Elector of Saxony. In 1829 more Saxon sheep were imported and the flock was increased with purchases from the Van Dieman's Land Company, and from the Forlonge importations above referred to. A Steiger ram was imported in 1869. A very early shipment of merinos to Tasmania was that brought out in 1824 by Mr. Richard Willis to Wanstead Park, near Campbell Town. In 1829 Mr. William Kermode started the Mona Vale stud near Ross, and this flock had no small influence on the early progress of the wool industry. The foundations of this flock came from the Van Dieman's Land Company's importations and subsequently Mr. Kermode imported some Steiger rams. Mention should also be made to some Spanish Merinos brought out by Mr. Thomas Henty about 1826.

This short reference to the early Tasmanian flocks, though not doing

justice to the subject, shows how the foundations of the Tasmanian strain were laid. From the flocks here mentioned others, such as Belle Vue, St. Johnstone, Winton, and Esk Vale, which have since had a tremendous influence, subsequently sprang into existence.

Now we shift the scene to Victoria, and find that the earliest sheep going there were some from Mr. Wedge's Tasmanian flock in 1836, and these sheep laid the foundations of the Werribee flock from which many others originated. In fact the Tasmanian flocks had a great deal to do with the starting of the wool industry in Victoria. The Victoria flock which had perhaps the widest influence in that Colony was that established at Creildoune in 1848 by

Messrs. T. & S. Learmonth. The foundations of this flock came from the Forlonge importations already referred to. The Creildoune flock acquired a world wide reputation for a most beautiful quality of fine wool and it proved that the Western District of Victoria was the finest place in the world to produce that special quality of wool, a reputation which has never since been challenged.

In 1837 a portion of Mr. Willis' Wanstead Park Tasmanian flock was transferred to Koolomurt in Victoria, and the additions made prior to 1860 were only from Australian to Tasmanian flocks. In the year mentioned Mr. Willis visited England (and purchased) ten rams bred by Mr. Adolph Steiger of Saxony, and

six rams bred by Mr. William Spanenberg of Ousen.

The Brie Brie flock was founded in 1836 on purchases from Tasmania. Mr. W. Degraves who founded the Coliban flock visited Europe and imported a very fine lot of merinos from Germany and France somewhere in the early sixties. In 1846 Mr. J. Riley visited Germany and purchased from Carl Augustus Gadegast eight rams and fifteen ewes, and also seven rams from Lieutenant Colonel Von Schonberg of Saxony. In 1837 the Carngham flock was formed with sheep purchased from Mr. Wedge of Snakebanks, Tasmania. Mr. Thomas Austin who purchased Barunah Plains from the original settler also imported Gadegast sheep from Germany.

## Encouraging Signs for Better Conditions in the Middle West

By PROF. W. C. COFFEY

*Illinois Experiment Station*

**I**N MOST cases the pioneers in sheep husbandry in the Mississippi Valley kept Merino sheep. Wool was the chief product. Later mutton became more important. In many sections long wool sires were used and prospects seemed bright for both mutton and wool in considerable quantities. But the long wools gave way to the lighter shearing Down mutton breeds and with the increasing demands for mutton the wool product received less and less consideration.

Taken as a whole the clips from farm flocks east of the Mississippi and west of it in Minnesota, Iowa and Missouri fell into bad repute with manufacturers. This state of affairs came about from carelessness in growing and preparing for market and not from the breed character of the clips. Shropshire, Oxford and Hampshire pure breeds or grades produce wools that practically always meet with ready demand if marketed in good condition. But small flock owners interested chiefly in the lamb crop and perhaps discouraged by local market conditions neglected wool production and care in marketing to such extent that manufacturers were fully justified in making strong complaint and discrimination against

their product. In the first place they neglected to select breeding animals with fleeces of such density and length that the proper weight of fleece was maintained. Secondly they failed to care for their flocks so that clean strong wool was produced and they became very careless in packing. Wool houses state that they have found a great variety of articles in farm fleeces some of which amount to malicious dishonesty in packing. When lamb's tails, sheep heads, stones and bricks appear in fleeces, it is safe to assume that their presence is not due to accident. Fortunately instances like the above are relatively few. But sweat and dung tags are the rule rather than the exception in farm fleeces.

The wrong kind of tying twine has caused the manufacturer more trouble than any other one thing with the wools marketed from the farms of the Central and Eastern United States. The worst of all, sisal twine, was once used extensively but gradually its use is being discontinued. This has been brought about chiefly by the loud complaints of manufacturers and it shows that reform can be

effected if sufficient effort is put into it. A jute product, called wool twine, has largely supplanted the justly condemned sisal article. While it is not so bad as sisal twine it is far from satisfactory because it is unnecessarily heavy and so loosely made that many of its fibers shed into the wool. There is need now for definite instructions as to the kinds of twine that can be employed in tying fleeces without doing injury to the wool.

There is very little of encouragement in what I have said thus far. Nevertheless there are encouraging signs. Down in Missouri they are forming lamb clubs and a part of their problem has to do with the wool product. They are showing that dams with good fleeces not only brings more profit because of the extra wool produced but also that such dams are likely to be more healthy and in better condition for raising marketable lambs. They are emphasizing the fact that a dense fleece covering the body evenly is a factor which adds to the thrift of the animal. These clubs are interested in marketing the output of the flock. This interest will undoubtedly lead to better methods of preparing wool for market.

In Minnesota there is a wool growers' association which is active in considering and putting into practice methods which will better the wool product.

A few weeks ago Professor Kennedy of Iowa in an address before the stockmen of his state called attention to the possibilities of the farm flock. Among other things he emphasized the importance of selecting breeding ewes of strong constitution carrying dense heavy fleeces. He made a point of how the latter adds both to the health of the flock and the income from it.

At the Ohio College of Agriculture they hold a shearing contest annually. This event has several educational features, which have an important bearing on marketing wool in better condition. For example, the work of each contestant is carefully scored on the following basis: Quality of shearing, 30; speed of work, 20; number of cuts, 20; tying of fleece, 15; handling of fleece, 15; handling of shears, 5; total 100. Every point emphasized as above will lead to better methods of preparing wool for market. A goodly number attend this contest and they get the benefit not only of the demonstrations in shearing but also such other important things as the proper kind and amount of twine to use in tying fleeces.

A short time ago the writer received a carefully prepared questionnaire from one of the prominent agricultural journals in the Middle West. It asked for facts on wool in my locality covering range in prices, difference between local and Boston quotations, methods of marketing, and suggestions for better methods of marketing. It is the first time a general agricultural journal ever came at me for anything that demonstrated interest in wool growing. This questionnaire is one of the most encouraging indications I know of for the betterment of the wool produced in farm flocks.

As reported in the Grower, Kentucky wool growers recently organized for the purpose of securing more equitable prices in the wool market. The writer has a circular in press entitled "Growing and Marketing Wool." Its whole purpose is to furnish suggestions for producing

better wool in the small flocks of the central and eastern states and for packing it in better condition.

Lastly, the Boston Wool Trade Association has taken up the task of informing local wool buyers as to better methods of packing wool. Realizing that fleeces from farm flocks come in competition with foreign wools that are carefully sorted and packed the association is endeavoring to impress on growers the great necessity of better methods if they would hope to keep the patronage of manufacturers.

While we must admit that small clips from our farms are greatly in need of improvement, nevertheless



Arthur Stericker, Exec. Committee man, Wisconsin.

we are greatly encouraged by the promoting and agitating influences I have mentioned. The signs of awakening in Missouri, Iowa, Minnesota, Kentucky, Ohio and Illinois and the influence of the Boston Wool Trade Association over all the territory where farm flocks are kept surely will lead to better conditions with respect to growing and marketing wool. It ought to lead to more confidence in and more respect for the farm flock.

Get us two new subscribers for this paper.

March 20, 1912.

To the Editor:

I am just in receipt of the March number of *The NATIONAL WOOL GROWER* and have read over "The Bill to Regulate Grazing." In the selection of the Board to make rules and regulate these lands it is doubtful if the men from different class of stock could ever agree on anything, and I doubt if this Board could give any better satisfaction in the allotment of permits than could the present forest officers under what laws of regulation are here included.

I also consider that the penalty prescribed in section 6 is not consistent, nor in keeping with the principle of good government.

That the local Courts should determine the guilt or innocence of party as to a violation of any crime against the grazing, and that the lands so leased by Government can be better protected by Courts, as all private lands are now amply protected by that form and gives the defendant a chance to protect his case. I do not favor any confinement for the violation of any rule that any local laws would not imprison for.

Nor do I favor a lot of rules and regulations that must be changed every few days or months to fit some condition of the range, to the detriment of the stock or persons using same. In fact, this law refers entirely too much to regulations the Secretary of Agriculture will make hereafter. What we want if we ever do lease is to have laws to regulate everything that is necessary and cut out these rules and interference with the economic handling of the stock by uncertain rules that are made by people without any money tied up in the interest involved.

MORONI A. SMITH.  
Utah.

The Australian wool grower says the duty on wool places a burden on the American consumer and he urges Congress to remove the duty at an early date. Mr. Underwood will please take notice.

A nation that fosters the protection of game at the expense of its live stock industry must not complain if the price of meat rapidly advances.

# The High Cost of Living

OME time ago the Department of Commerce and Labor started an investigation to determine who was responsible for the high cost of produce at retail. This investigation will cover many articles of importance to the consumer, but chiefly concerns the produce of the farm. The farmers of this country welcome all investigations of this nature for they know full well that the producer is not even at the present prices receiving a fair share for his labor. Anything which puts the true conditions before the great body of our people will certainly be welcomed by the American farmer and stock grower. They have nothing to hide, and the more the people know as to the prices they are receiving for their produce, the more esteem and respect will they be accorded.

The increase in the cost of living is not a local issue. It not only affects our Nation, but is as real in France, England and Germany and the rest of Europe as it is here. Innumerable riots have occurred in nearly all European countries attributed to increasing prices, and so alarming have foreign conditions become that the various governments have in some cases taken steps to determine the cause of these high prices, and to give the consumer relief where possible.

In our country those who have taken the trouble to investigate it, believe that the advancing prices are partially due to the increasing unnecessary number of middle men and the unholy alliances by which they are holding up the consumer at one end and holding down the producer at the other. Of course, our cities in the final analysis must be charged with the responsibility for this condition, for during the last five years, these cities have been spending millions, yes, hundreds of millions of dollars in a successful effort to induce the farmer and the laborer to leave the farm and live within the limits of the city. These cities have held out alluring invitations; painted such pictures of ease and comfort that millions of prosperous suburban producers have left the field in which they were best fitted to labor, only to be-

come consumers at the bar of non-production within the crowded borders of some city. This influx to the cities has resulted, as shown by the last census in a phenomenal increase in the population of almost every American city. Cities that in the natural course of events should have a population of from 5,000 to 10,000 now proudly boast of a population of from 25,000 to 50,000. While the cities invited these people within their borders and seemed to offer them golden opportunities, yet they are unprepared to absorb so many non-producers. The immediate result has been that men who were formerly farmers, mechanics or laborers, earning their livelihood as Nature intended they should, in the fields of production, find themselves a part of the great unemployed army that surges through every American city, and in order to eke out a living it has been necessary for a portion of these strangers to become transient laborers or store keepers or commission men, or engage in some other line of commerce than that of production. The addition of these store keepers and commission men meant a material addition in rents, taxes, delivery charges and innumerable expenses, all of which must be added to the cost of the merchandise handled or deducted from the price paid for such merchandise. The number of buyers has not been increased, the number of real producers has been reduced and the number of sellers has been increased many fold. What, pray you, could be expected from a condition such as this, other than an increase in the cost of food products to the consumer, and a decrease in the price to the producer?

No sensible person can deny that this increase of middle men means an increase for what they handle. For example, let us take the case of a small city having but one butcher shop, with only sufficient trade to pay the butcher a reasonable profit on his labor and investment. Naturally this little city has ambitions; it tries to follow after the larger cities of the country and wants to grow and take its place with New York, Chicago and Philadelphia. The result is

that money is collected and a campaign of advertising instituted and alluring circulars sent out over the country, and finally another butcher is induced to engage in the meat trade within this city. The establishment of the new butcher shop means that a portion of the trade will necessarily go to it. The original butcher, because he had all the trade, could sell his meat at 12 cents per pound and make a fair living, but he now finds that his competitor has taken half of his trade, so that where he was able to make \$100 per month before, he now can clear but \$50 per month. The business that originally was a profitable undertaking for one butcher shop and returned its owner a profit of \$100 per month can not now furnish two men a profit of \$50 each per month, because the addition of the second store not only cut the income in two, but it doubled the fixed charges for rent, light, heat, water, labor and delivery charges, all of which must be subtracted from the business before the store keeper can subtract his profit. Now, ordinarily, if there has been an increase of the consumers in this city, they have been drawn from the surroundings of the city or from some other part of the country, so that we may truthfully state that so far as the general conditions of trade are concerned, there has not been an increase in the consumers. Therefore, in order to meet the increasing charges of the butcher shops, the price of meat must be raised. The logical result is, that while the two butchers may have engaged in competition for a short time, they soon found that it was unprofitable and they now meet and decide to raise the price of meat to 18 cents per pound. The consumers protest at this, but the butcher solemnly assures him that the farmer has advanced the price of his beef and mutton, and he in turn must advance the price of dressed meat; then the consumer bitterly attacks the producer. The truth is, that when this little beef trust was formed, these two butchers not only decided to advance the cost of meat to the consumer, but they also decided to reduce the price paid to the farmer, and their decision is final. The net

result of this additional butcher shop has been an increase in the price of meat to the consumer and a decrease in the price paid to the farmer, all of which can legitimately be charged to the growth of this one city.

Some might suggest that this compact between the butchers was a violation of law because it was in restraint of trade. This is undoubtedly true, but, nevertheless, it is generally known that the middle men and store keepers in almost every town in the country have a gentleman's agreement as to prices and these agreements are lived up to in spite of the law.

Not long since, the furniture dealers in a Coast city were found guilty of regulating the price of furniture; the dealers in plumbers' supplies in the same city were convicted of regulating the price of their supplies. Practically everywhere that these little trusts are looked for, they are not only found, but found to be effectively regulating prices so far as the consumer and producer are concerned. A few months ago we heard of three fruit dealers living in a small town who shipped in peaches that cost 40 cents per box. These dealers agreed among themselves to sell the peaches at \$1 per box, and if they could not get this, they were to let them rot. One dealer lived up to his agreement, one of the others reduced his price to 75 cents per box, and this broke the combination in peaches for the time being.

None of our public officials have time to investigate these small trusts; they are looked on as local affairs, and all big men are busy prosecuting the Standard Oil, the Tobacco and the Beef Trusts. This is not only more profitable, but is a more popular pastime and means more to the politician when the time for election rolls around.

We recently noted in an issue of the Technical World Magazine the story of a New York farmer who was moving to New York City to live. At the depot, boys came along the train selling baskets of grapes at 2 cents per basket; the farmer's wife, wise in the ways of the world, wanted him to purchase a few baskets of these grapes, but he assured her that he could get them nearly as cheap in New York City, and he would not have the bother of carrying them

around. On arriving in New York he went to get the grapes and he found the same baskets selling at 40 cents. He looked for the cause of this and found the store keeper paying \$1,200 per month rent.

Another man recently purchased the cloth for a suit of clothing at a total cost of \$4.55; when he took this cloth to the tailor, the tailor charged him \$40 for making the suit. The reason the tailor charged this was that on account of there being too many tailors, his charges must necessarily be high in order to afford a profit and meet the fixed expenses of his business.

plus the killing and handling charges which are comparatively small on account of the volume of trade. This mutton instead of going to the consumer at a cost of from 10 to 14 cents per pound, is to-day reaching him at a cost of from 15 to 30 cents per pound. This unnatural condition has made mutton so cheap at one end that the sheep breeder can not afford to raise it, and at the other end has made the meat so dear that the consumer can not afford to eat it.

The melon grower sells his cantaloupes at from 1-2 to 3 cents each, yet the retailer disposes of them at from 10 to 30 cents each.

Take an all wool suit of clothes that our store keeper sells for \$25 and let us see how the money is distributed. The wool grower who furnished all the wool of which the suit is made and the man who took all the chances of production, received as his share somewhere between \$1 and \$1.75. The mill that makes the cloth, and which again takes the chances of production and which has large investments, sells the cloth at from \$3 to \$5. The clothing manufacturer who makes the suit, sells it to the store keeper at from \$14 to \$16.50; the store keeper now turns it over to the consumer at \$25, and if it is a particularly attractive suit, thinks nothing of charging \$30 for it. The store keeper in this instance has more profit on one suit of clothes than the wool grower and manufacturer both combined received for furnishing all the material required to make two suits. The store keeper, however, is not making too much money because he must charge exorbitant prices in order to continue in business, due to the excessive expense of his business and the small volume of his trade.

Practically the only thing in the entire country of consequence that has not materially increased in price during the past five years, has been wool. The price of this has steadily been falling since about 1872, and if we exclude the Free Trade Cleveland years, it will be found that the price of wool to-day is lower than the average of any five year period since 1850. Still, a great political party has come forth in a bitter attack upon the wool grower and seeks to destroy this industry, when it is the only industry that has not responded to general trade conditions. We may



*Magnus Brown, Exec. Committee-man, Minnesota.*

The apple grower sells his apples at from 75 cents to \$1.75 per box. The fruit dealer peddles them out in small parcels at from \$2 to \$10 per box.

Our sheep breeders are to-day selling fat wethers that have been grain fed at about \$4.50 per hundred pounds. The pelt and trimmings taken from these sheep, exclusive of meat, nets the packer or the butcher \$1.90 per sheep. If the wether weighed 100 pounds, then after selling the trimmings, the packer holds the carcass for an investment of \$2.60. This ordinarily will weigh fifty-two pounds, which leaves him the dressed meat at a cost of 5 cents per pound,

## THE NATIONAL WOOL GROWER

safely state that within the past eighteen months wool has fallen 20 per cent in value, but a recent report shows that the wholesale and retail price of clothing has been materially advanced during the same period. Yet clothing is made of wool.

Everyone knows, or can know, what the producer gets for his products, for it is published in every market paper and in the market columns of every daily paper in the country. The city man can pick up his newspaper every morning and, while he eats his breakfast mutton chop which cost him 25 cents per pound, reads in the paper that the American wool grower is selling sheep at all our principal markets at an average of 4 1-2 cents per pound. If he started his meal with cantaloupe for which he paid 15 cents, he will find comfort in the pages of the same paper by reading that the farmer received 1 1-2 cents for the same melon. Now these papers give the going market prices as to what the farmer receives for his wool, his beef, his mutton, his potatoes, in fact everything that he produces, and if the city man is really anxious to know the party responsible for the high price of products, a glance at this market column and a little figuring will reveal to him that the guilty party is the middleman in the next block.

The investigations of the Department of Commerce and Labor will undoubtedly reveal who is responsible for the high prices, but probably it will not be the means of affording any relief to the many who must meet these prices. Of course, we do not charge that the middle man is entirely responsible for this advance, for there are general conditions which have had their effect, but the middle man has been a more potent influence than other factors. Now if it be true that the increase of middle men has so added to the cost of produce as to make them burdensome to the consumer, then the remedy must lie in the elimination of a large percentage of these dealers. This, however, can not be accomplished by law, for no man should be denied the right to engage in any legitimate business. How then may it be done? First, by the establishment on the part of these cities of country market places where the farmers of the sur-

rounding community may take their products and sell directly to the consumer as has been so successfully established by Mayor Shank of Indianapolis, Indiana. Then the city having eight or ten butcher shops is supporting eight or ten unsanitary and unnecessary slaughter houses; this expense may be eliminated by the establishment by the city of one central slaughtering house where all the butchering shall be done under the supervision of the city at moderate cost.

But the real relief from the burden of middle men lies in the hands of the consumer rather than in the hands of the State, and co-operative buying on the part of the consumer is really the only effective remedy for co-operative selling as practiced by the jobbers. If the consumers of every community where the cost of necessities has become unduly high, will simply organize and if necessary establish their own store, do their own buying and their own selling, the cost of many of the necessities of life could at least be cut in two. Co-operative stores have been a marked success in Denmark; successful to some extent in England and to a less degree in our own country, but if we can not make the co-operative store a success, we should regard it as a reflection on the honesty and intelligence of the great mass of our people. The dealers have co-operated to raise the price to the consumer and to reduce the price to the producer, and it is unreasonable to presume that a square deal can be obtained until the consumer does a little co-operating himself.

Of course, other agencies may be brought forward that will give the consumer relief from burdensome prices, for instance, the Parcels Post offers relief from the extortionate prices practiced by the express companies, and it immediately brings the store of the small city into competition with the store of the large city, and if the Parcels Post were in operation, the organization of dealers now obtaining in every city, would not be sufficient for the control of prices.

C. X. JENES.

Be sure and sack the wool as tightly as possible in order to reach the new minimum of 24,000 pounds per car.

## WRITE YOUR SENATOR.

In the pages of this paper on repeated occasions we have called attention to the fact that the wool growers were not in the habit of writing sufficient letters to their representatives in Washington explaining to them their attitude upon measures which affect their industry. Of course, we understand that the wool grower is busy, that he is out upon the range with his sheep endeavoring to make both ends meet, and that he has little opportunity for correspondence, but, with a matter of such vital concern as the tariff upon wool now pending in the American Congress, we urge that every wool grower write to his Senator demanding that a fair and honest tariff in accordance with the findings of the Tariff Board be levied upon wool.

Not long since a Senator from a large wool producing State complained that his wool growers had given him but very little information as to their attitude upon the tariff and this Senator could not be blamed if he should imagine that the grower was not very much interested in this subject. Of course, your Association is doing what it can to represent you and we understand that every wool grower in the country favors the maintenance of a protective tariff upon wool, but in order that the best results may be achieved we urge you to write direct to your two Senators requesting them to vote and work for a duty upon the scoured content of wool that will equal in degree the amount indicated by the Report of the Tariff Board.

The fear of Democratic victory is causing every well organized business to cut down expenses wherever possible. The wool grower should likewise preserve rigid economy. The wages of labor, however, should be reduced only as a last resort, for labor is not responsible for the fallacies of Democratic principles.

If you want your name on the roll of honor, send us at least two new subscribers for this paper at \$1 each. This is only a small matter but if each wool grower would attend to it, it would be a mighty big thing to the organization.

# The National Wool Grower

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## THE WOOL MARKET.

The second series of the London Wool Auctions opened on April 11th with a large attendance of buyers from all countries and many present who represented American interests. It had been hoped by the manufacturers that the opening of this sale would show a material decline in wool prices over that which obtained at the closing of the January Auctions. All hopes of this kind however, were doomed to disappointment, for the opening of the April Auction showed the manufacturers all over the country to be unusually short of wool and ready and anxious to make purchases at prices decidedly better than those which obtained at the closing of the January Auction. This was not only apparent at the opening of the April sales, but as time went by there was a decided increase in price and it is now predicted that the April sale will go into history as one of the highest the London market has seen in recent years.

Under date of April 18th, the London Wool Record, which is the standard wool authority in England, contained the following statement:

"We have heard buyers assert over and over again that what they secured during the closing days of the January sales was fully one cent per pound cheaper than the price at which they can obtain similar wools today. This is a move which many hardly expected to see but with an increased attendance of buyers, a keen desire is displayed to cover urgent requirements, and the buyers are making very good progress. 'Many lots which were withdrawn

during the closing week of the January sales have been re-offered this week, and we could easily give a column of marks showing an advance of one cent to two cents per pound. There is no class of merino wool that can be bought with such good value in it as was the case during the last ten days of the January series."

The above should make pleasing reading for the American wool grower for it is to be remembered that everything has been against higher wool prices aboard. One of the greatest textile strikes in the history of English manufacturing has been in progress for the past many weeks and has only lately been brought to a close. Naturally such a strike should have depressed wool prices, for it closed many of the mills and thus prevented the consumption of such stocks of wool as were on hand.

In addition to the textile strike England has been rent and torn by a wide spread strike of coal miners and these two strikes have disturbed business from one end of the country to the other, and it would have been natural to have noticed as a result widespread trade depression. The fact that this April Auction has opened so strong and maintained an advancing level of wool prices must indicate to all of us the exceedingly strong situation that wool occupies in the commercial world.

In our own country we are glad to report that a complete agreement has at last been reached between the wool manufacturers and the textile employees who have been on a strike for nearly sixty days. It is now reported that practically all of the mill workers have returned to their looms

and that the American mills are endeavoring to make up for the time which was lost. This would seem to indicate that an active demand for wool is to be anticipated.

We should not forget that the supply of wool in the domestic market is limited almost to this year's clip and that a tariff of 11 cents per pound on imported wool is still being collected and probably will be collected for some years to come. Wool is high abroad and the American dealer finds no relief in sight from that quarter. It would, therefore, seem that in the natural course of events the American wool grower has a right to expect an unusually good price for the clip of 1912.

## EFFICIENCY.

This is the era of uncertainty. A Presidential year with all its agitation of the tariff, an issue of vital concern to the sheep breeders and farmers all over the country, is upon us. The tariff upon wool has been an object of political attack in almost every campaign since 1816 and it will probably continue to be so so long as one of our great political parties is more interested in developing industries in foreign countries than in our own. This year the same old arguments for free wool that were made and repudiated half a century ago will be reiterated, and we think, again repudiated. Regardless of the outcome, the wool grower must expect his industry to be vigorously assailed and assailed to an extent that may influence his prosperity, and therefore, it is his duty to effect economy at every possible point.

Economy, efficiency and success all travel together. One is seldom found without the other. They are all found upon the same farm, the same sheep ranch, the same store, and in the same office. If success is there, efficiency and economy can not be far distant. Efficiency and economy have built the great industrial enterprises so common in our country and it is apparent that if our wool growers are to keep pace with our national progress, they must likewise become proficient in the art of successful production.

There are many places where we can do better. We have not been

## THE NATIONAL WOOL GROWER

sufficiently careful in husbanding the resources of the range. We have not kept an accurate set of books in order to know where the leaks are. We have not always marketed our products to the best advantage, and many of us have been careless as to the productive capacity of our sheep. Many have paid more for that which they purchased than it was actually worth, and more than need have paid had care been exercised. The wool grower has been apt to entrust too great responsibility to employees and too often has not known just what was going on. The time, however, has passed when such methods will bring success to any industry. We have stepped upon the threshold of a new era, one whose path is strewn with the wrecks of every inefficient enterprise, and the wreck of the wool grower who does not become efficient in his production will ultimately litter the same path.

Let us look about and stop every leak. Every avenue of loss should be guarded in order that if misfortune should cloud our prospects for a while that time will find us emerging into a better day with the industry intact and a credit upon the right side of the ledger. The sheep industry will weather the storms, if storms there be, for it is founded upon the broad foundation of national necessity and while clouds may appear on its horizon for a short time, in justice and fairness, the American people will demand that this industry be maintained within our borders, and therefore, the grower should prepare to maintain it in the most efficient manner possible.

## LAMB SKINS.

Those who were at our Omaha Convention will recall the beautiful display of domestic and foreign lamb skins that Dr. Melvin of the Bureau of Animal Industry exhibited. As was explained by the Doctor, domestic lamb skins are not commercially utilized and probably can not be on account of the domestic article being unable to compete with the foreign skins which are imported tanned at a less cost than the tanning alone would cost in this country.

Skins taken from these very young

lambs, when tanned and dressed are of exceptional beauty and would undoubtedly serve many useful purposes if we would but save a few of them. Such skins may be utilized for the making of vests, coat linings, gloves and fur robes in which capacity nothing equals them for appearance or warmth.

We call attention to this matter at this time for now is when these lamb skins must be taken if they are to be saved.

## THREE YEAR HOMESTEADS.

Every citizen of the West has understood for many years that our homestead law was antiquated, iniquitous, and when rigidly enforced, positively prohibitive of settlement. It has been common knowledge that the homestead law as now enforced was responsible for the failure to develop much of the public lands in all the Western country and everyone understands that this law has been the immediate cause of driving fully a half million American farmers out of our country to the Canadian northwest to search for homes in a country where reasonable common sense laws were in force.

In order to correct the evils of our homestead law and make the law so that the honest settler and the man of limited means could take up a home in our western country, Senator Borah of Idaho early in the present session of Congress, introduced a bill known as the Three Year Homestead Bill.

This bill of Senator Borah's reduces the time of residence required upon the land from five to three years, and in every particular, it is a fair, conservative measure drawn so as to protect at every point the interests of the Government in its lands, and at the same time, make it possible for the honest settler and the man of limited means to secure a home upon the public domain by compliance with reasonable regulations. The Borah bill has the endorsement of practically every progressive citizen who is interested in the development of our Western resources and the growth and settlement of our Western States. The men who recognize that the great need of the West today is more people and a wider and broader develop-

ment of all our resources, are urging the enactment of Senator Borah's Homestead Bill.

There stands arrayed in opposition to this measure the same forces that have been responsible for the locking up of our Western resources, the forces that through selfish, unwise, radical conservation have throttled the progress of the entire West for the past six years, and who now threaten, through the consummation of their visionary schemes to prevent any further development in any of the public land States within the lifetime of the present generation.

The West is to-day bound hand and foot, not only by law, but more particularly through the enforcement of radical regulations which are surrounded by a maze of departmental red tape so intricate and unfathomable that honest developers of our natural resources are discouraged in their efforts and driven from the country. Our land laws are surrounded by a veil of mystery, and the radical conservation has created such a fear in the minds of public officials that even the officers of the Department of the Interior are to-day unable to extricate themselves from the web into which they have plunged.

Every resource of the West, its lands, timber, mineral and water powers have been withdrawn from development and States that a few years ago seemed to have a bright prospect of growing into mighty and prosperous commonwealths to-day find a barrier to their further progress erected in their pathway by these advance agents of theoretical conservation.

The fight that Senator Borah is making for all the West, by pressing forward his Three Year Homestead Bill should win for him the approbation of every intelligent citizen who understands the real need of the Western country and who wants to see progress and development in that great territory lying west of the Missouri River. So far as the interests of the West are concerned, no legislation of equal importance to the Borah Bill has been before Congress since the National Reclamation Act was passed, and if Senator Borah wins his fight for decent, honest public land laws, he will have rendered this Nation a mighty service.

## MOHAIR.

Turkey and South Africa, the home of the Angora goat and the land where this animal flourishes in plenty, now prohibit the exportation of any of these animals to the United States. Turkey for a long time has prohibited the exportation of angoras and lately South Africa has joined her in this effort to control the production of mohair. These two countries have in the past produced practically the world's supply of mohair, but the planting of the angora goat in the United States a few years ago fully established the fact that in our climate mohair could be produced that in quality was the equal of the best produced anywhere in the world. The foreigner soon recognized that we had here a country, vast areas of which were admirably adapted to the propagation of the angora goat and that our people were ultimately destined to produce at least our own supply of mohair. To prevent any such result these two countries have now prohibited the exportation of angora goats in the hope of preventing an extension of our mohair production.

The angora goat is a useful animal, not only for its supply of mohair and mutton, but it has proven invaluable in reclaiming brushy lands that could not be cleared profitably in any other manner. The angora has added thousands of acres of tillable land to our national resources and there yet remains hundreds of millions of acres to be reclaimed by the same agency.

In view of the fact that Turkey and Africa prohibit the exportation of goats in order to restrict the production of mohair to their own borders, it would seem that fairness to the American mohair producer would demand that this nation retaliate by placing a prohibitive duty on imported mohair. Our goat raisers are now deprived of the opportunity of increasing their supply of angora goats and if they are to build up a mohair industry entirely from our own stock, our Government should at least extend to them the privilege of our own markets.

When a foreign nation so far forgets the laws of international decency as to prohibit the exportation of products of which they have an abun-

dant supply, the time has arrived for the powers that are discriminated against to adopt similar tactics for their own protection.

The wool growers, through their Association and otherwise, will do what they can to secure for mohair as great a degree of protection as is secured for wool and the Republicans in Congress will almost to a man accord the mohair industry the same protection that is given the wool industry.

## A WISE PEOPLE.

For more than five years Japan has been endeavoring to establish wool growing within her borders. She has sent agents to all parts of the world to study the sheep industry wherever it obtained. She has imported both English and merino sheep in her effort to encourage wool production. In order that no discouraging feature might present itself to the new breeder, the Japanese Government has purchased at a high price all of the wool produced within her own borders.

A Canadian Commission recently returned from a world's tour of investigation into the sheep industry of other nations. Canada sees her sheep stock failing year by year and her wool manufacturers disappearing from the nation and now when it is almost too late to remedy the evil, she finds herself totally dependent upon foreign countries for her supply of wool and manufactures of wool.

It did not require any world's tour or any great degree of statesmanship to tell what is wrong with the sheep industry in Canada. She has failed to protect wool growing and manufacturing by an adequate tariff and has expressly invited the destruction that has come to these two industries.

Canada has every reason to succeed as a wool manufacturing nation and as a wool growing nation. Her resources are equal to those of the United States yet she has sat idly by and allowed such wool as was used within her borders to be imported from foreign countries. Is it any wonder that to-day she has less sheep in all her territory than we have in the State of Montana?

Our own nation, so far as we can learn, is the only one in all the world

that does not seem to appreciate the importance of wool growing. Instead of sending a Commission out to determine what will best foster wool growing within our borders, we find the Democrats in Congress deliberately concocting schemes to destroy this immense industry. They do not even seek to hide their purpose, for they have publicly announced that the passage of the wool bill for which they stand sponsor will displace one hundred and ninety million pounds of American wool by increasing foreign imports to that extent. If this policy is ever put into force in this country it will not be long until our sheep stock and our wool manufactures will have dwindled to the insignificant standard that these two industries now occupy in Canada.

If the tariff on wool is removed or reduced it can safely be predicted that the day is not far distant when the same political party that now seeks to destroy our sheep stock will be ready and anxious to place a bounty on wool growing in order to insure our people a supply of clothing, which in effect will be greater than any tariff the wool grower has ever had.

All growers should understand that under the new railroad rates the minimum weight for sacked wool is now 24,000 pounds for thirty-six foot cars. This can easily be reached with sacked wool, but we urge a careful sacking of the wool in order that no one may fall short of this required minimum.

The outlook for the sheep men is growing brighter. A sky that was dismally clouded in March shows many bright spots in April. This does not mean that any boom is in sight, but it does mean that business is returning to a sound basis.

Our Western growers who were so anxious to contract their wool have now lost all the way from one-fourth to one-half cent per pound on it by reason of the reduction in freight rates alone.

A wool grower from New York writes that he voted the straight Democratic ticket a year ago, but that he now sees the error of his way.

# Our English Wool Letter

## Colossal Coal Strike Upsets Trade But Does Not Affect Wool Values

Bradford, March 23, 1912.

**J**MUST say that I am glad that American sheep breeders are alive and kicking, and that they are exhibiting a sensible and practical interest in both wool and mutton. What otherwise can be expected in face of the proposed new legislation? Of course, United States sheep men look upon the probable re-modelling of Schedule K through different spectacles from English wool growers, and especially the Bradford exporters to the United States. Naturally, the latter would like to see the duties sensibly lowered in order to make it possible for them to do more business, but it is now generally believed that the representatives in both legislative Houses will take steps to give the first producer reasonable protection, and it is my firm conviction that if the present duties are lowered the reduction will be only slight. There is a standard of safety which, if ignored, and duties are placed on a really low level, will certainly produce an injurious effect upon the sheep and wool industry of the United States. The conditions of pastoral life on your side are such that the cost of wool production is altogether out of harmony with the cost in Australia, New Zealand, South Africa and the River Plate, and no doubt the initial price of a pound of wool in the United States is higher than in the countries named. I do not know whether I am going beyond the scope of this letter or not, but it seems to me that the findings of the Tariff Board will prompt even the more reasonable believers in adequate protection to favor the duties around 8 cents per pound on imported wools belonging to class I and 2. I should say that 4 to 6 cents will give a working margin on class 3 wools, for the simple reason that this material is so little grown in the United States. Here in England, the sheep producing class 3 fleeces are chiefly the Scotch Blackface and a few Welsh Mountain sheep, the former being a long way the more important. Although Wales is a small part of Great Britain, it is very mountainous. Let no reader run

(Specially written for The NATIONAL WOOL GROWER).

away with the idea that Welsh sheep yield wool of the strong carpet class like Blackface. The reader would be surprised to see a sample of Welsh wool. The old native sheep have been largely crossed with the Shropshire, until to-day the clips are worth anywhere from 20 to 23 cents per pound washed, whereas the Scotch Blackface is worth to-day no more than 14 to 15 cents per pound. A good deal of the Welsh wool is used in Lancashire as well as in Halifax for other purposes than carpet yarns, the Down blood in the Welsh sheep producing a quality as high as 46's or a good half-bred, whereas the Highland breed grows wool of 28's to 32's quality. I have always been at a loss to know why the Scotch Blackface was not more common in the United States, seeing that it is a sheep expressly fitted for standing the rigors of a keen Winter. It may be interesting to know that the Highland sheep are never housed in Winter, and I have seen them on the high mountains and in the glens of "Bonny Scotland," grazing as peacefully in the depths of Winter as if it were a fine Spring day. I am certain that this breed is well worth the attention of American pastoralists, for a good sheep will grow about five pounds of wool, while there is no sweater mutton on the face of the earth than that from a Scotch wether.

### Coal Strike Upsets Trade.

The outstanding feature of the past month has been a colossal coal strike, and as I write this letter the worst has come to the worst. The trouble has now been going on three weeks; hopes which were universally entertained that there would be no strike have been dashed to the ground, and the trade of Great Britain is simply demoralized. No living man has ever known a time like this in the history of this country, and what is going to be the outcome of it all, no one can say. The miners have now been out three weeks, and mills and factories

everywhere have been using surplus supplies, which are now just about exhausted. Here in the West Riding of Yorkshire mill owners have been doing their utmost to make their stocks last out, but after the first week many firms began to run their works short time, factories standing idle on Saturdays and Mondays. Prices for fuel have risen enormously, even as much as 400 and 500 per cent, and what a mill owner could previously buy at \$2 per ton is to-day easily commanding \$10. Of course, very few can afford to pay the famine prices, the result being that this week has seen the stoppage of many mills, and in other cases short time is being worked, say two and three days per week, just to provide the "where-withal" for the army of workers. This has dealt a severe blow to the textile industry, and although as I write, wool values have not been adversely affected, yet with practically the whole industry of the nation suspended and millions of workers forced to play, it cannot but ultimately tell its tale upon the purchasing power of the nation with regard to wool-made textiles. Our Government are doing their utmost to bring about a peaceful and honorable settlement, but the extremists on the side of both masters and men have been irreconcilable, the result being that last Tuesday a bill was introduced making a minimum wage the law of the land, which passed the House of Commons on Thursday night. Even today, although such an act receives the approval of Parliament, we are not out of the woods, for the simple reason that it is impossible to compel a million miners to work against their will. Here we have a case of outside factors of a powerful nature exercising a considerable influence upon wool, and at the best the raw material cannot be said to have permanently benefited.

### London Sales Postponed.

As a result of the coal strike, the merchants, importers and selling brokers met in London towards the end of February and decided to indefinitely postpone the March series

of London sales, which ought to have begun on the 5th ultimo. At the time this called forth some rather adverse criticisms, but it was the best thing to do. The week after, the selling brokers again met and decided that the series should commence on April 11th, that is the Thursday in Easter week. As matters have turned out, it will be soon enough, for we have already had three weeks of strike, and it is very patent that there is little prospect of mills getting to work full time this side of Easter. The Merchants' Committee in London also decided that a series of sales should begin on June 11th, but last Wednesday they held a further meeting and cancelled the latter date, deciding that the next series shall begin on April 11th, thus amalgamating the second and third series, and that the succeeding sales shall begin on July 2d. I think this is a very wise arrangement.

#### The Month's Business.

The fact is very remarkable that notwithstanding the colossal coal strike, wool interests have remained solid and intact. All alike express great surprise at this circumstance. Does it not proclaim eloquently that at the foundation the situation is sound? I have known times in my own experience of the wool trade when it needed a calamity not half the size of the present national coal strike to see wool values slump anywhere up to 6 cents per pound in the course of a week or two, but for "spot lots" the tendency has actually been slightly upwards. Of course, there are rather unique reasons for this. Mills in the West Riding have been steadily dropping out of work as their coal supplies were exhausted, commission wool combers in Bradford being the first to feel the pinch.

Then there has been a great delay in getting cross-bred wool from New Zealand and the River Platte, the result being that topmakers who had sold forward found themselves in a somewhat tight corner. All this has meant a brisk seeking up of raw wool, and anyone who has had imports to offer has been able to find a ready sale. It may be interesting to the reader to know that Bradford topmakers are those who buy big weights

of wool, sort it into qualities, and then comb the material into what are known as "tops." These topmakers do a big forward business, that is they agree to deliver say 100 packs of tops, but the time arranged for is two and three months hence. Part business has been done during March for delivery in May, June, July and August. Topmakers who do this business have to cover these contracts by buying the raw material in the various markets of the world, and many who had deliveries to execute during March, when little wool was arriving have had to turn out and buy wherever they could. The result is that wool has remained steady and firm all through the past month. The coal strike came just at a time when there were unmistakable signs of trade picking up, some fair orders being given out about the 20th day of February. In fact, the market in Bradford was about the best we have witnessed this year, and everything indicated a development. Unfortunately it was short lived, the sole cause being the present industrial unrest. I am certain that if there had been no coal strike March would have been a month of great activity, and we should in all probability have seen a slight advance in prices. No such thing has happened, although it may be said that cross-bred wool has slightly hardened, and a man can sell to-day any quality at a fraction more than he could have made a month ago.

#### English Wools.

A nice steady trade has been done all through the month in English descriptions, particularly in medium qualities. Quite a contingent of American buyers arrived at Liverpool and Southampton in time for the opening of the March series of London sales, and when they found that they had been postponed many went straight to Bradford, and bought some nice weights of New Zealand cased fleeces and English wools "to put them on." This was a blessing in disguise as far as it went, and I fully expect that when the exports from the Bradford Consular District are published next week the shipments of wool will be fairly good. It has been possible during the month to buy Lincoln hogs and wethers at a fraction

less, but every other class of domestic produce has remained remarkably steady and firm. The coal strike has dealt a deadly blow to the hosiery trade, which consumes big weights of Down wools, but Bradford spinners have called for some fairly big weights of Midland Counties half-breds, Kents, Irish, Scotch cross hogs, and considerable piles of Scotch Blackface have also been shifted. Merchants and dealers are already looking forward to the advent of the English "new clip," but there will not be a heavy weight of raw material available until the months of May and June, hence there is little likelihood of prices advancing, especially in view of the present industrial upheaval. I shall probably have more to say about the prospects for the coming of the "new clip" in a month or two. It is sufficient now to intimate that buyers have done badly out of the last English clip, many country dealers being unable to make even cost price. This has all been the result of wool being bought too dear, but it is no use crying over spilt milk. The delay in the arrivals of "new clip" from New Zealand and the River Platte may possibly "save the bacon" of English holders, but it is now too late for them to do much good out of their present stocks unless America had suddenly to come into the market as a big buyer, which I very much doubt. As far as one can see a steady, hand to mouth business will be done up to next clip time, but it should be here mentioned that many are of the opinion that the after effects of the present coal strike will be felt this Summer in the wool world, and that when the more urgent requirements of the trade are met, prices will slightly ease.

#### Current Prices.

As will be seen from the table below, prices for English descriptions of good, well classed, selected English fleeces have remained very steady during the past month, and there is little sign of values varying as the new clip is fast approaching, and English staplers always make a point of getting prices down towards the Spring of the year. The following are current values compared with those ruling a month ago:

## THE NATIONAL WOOL GROWER

Description	Feb. 22	Mar. 23	Cents	Cents
	1912	1912		
Lincoln hogs	20	20 1/2		
Lincoln wethers	19 1/2	20		
Leicester hogs	20 1/2	21 1/2		
Leicester wethers	20 1/2	20 1/2		
Devon greasy	16 1/2	17		
Yorkshire hogs (average)	21 1/2	21 1/2		
Yorkshire wethers (average)	20	20		
North hogs	23 1/2	23 1/2		
North wethers	22 1/2	22 1/2		
Irish hogs, super	23 1/2	23 1/2		
Irish wethers, super	23	23		
Irish hogs, selected	22 1/2	22 1/2		
Irish wethers, selected	21	21 1/2		
Irish mountains	19	19		
Irish Scotch	16	16		
Selected Kent tegs	23 1/2	23 1/2		
Selected Kent wethers	22 1/2	22 1/2		
Super Stafford hogs	23 1/2	23 1/2		
Super Stafford wethers	23	23		
Half-bred hogs (Mid. Co.'s)	22	22		
Half-bred wethers, (Mid. Co.'s)	22	22		
Norfolk half-bred hogs	23 1/2	23 1/2		
Norfolk half-bred wethers	22 1/2	22 1/2		
Best Scotch cross hogs	19 1/2	19		
Best Scotch cross wethers	18	17 1/2		
Cheviot hogs, super	28	27 1/2		
Cheviot wethers, super	24	24		
Scotch blackfaced hogs	15	15		
Scotch blackfaced ewes and wethers	14 1/2	14 1/2		
Southdown tegs	28	28		
Southdown ewes	27 1/2	27 1/2		
Pick Shropshire hogs	25	25		
Pick Shropshire wethers	25	25		
Hampshire Down tegs	26	26		
Hampshire Down ewes	25 1/2	25 1/2		
Dorset Down tegs	27	27		
Dorset Down ewes	27 1/2	27 1/2		
Welsh fleeces, best	21 1/2	20		
Radnors, fine	22 1/2	22		
Radnors, deep	20 1/2	20		
Herdwick ewes and wethers	15	15		

## Sheep in New Zealand.

American cross-bred wools have to compete very keenly with those from England and New Zealand, and the latest New Zealand advices show the number of stocks in that country. This week's mail brings me the following interesting particulars which show that in New Zealand the tendency is for the large flocks of sheep to decrease, and those of medium size to take their place. The small flocks—that is, those numbering up to 200—also show a reduction in numbers last year, the total being 6,001, against 6,100 in 1910, and this is no doubt mainly due to the change from sheep to dairying. The number of flocks of 200 to 500 sheep remain about stationary, there is a slight increase in the next three steps, that is, from 501 to 1,000, 1,001 to 2,500, and 2,501 to 5,000. The larger-sized flocks show a decrease, except in those of 7,501 to 10,000, in which there is an increase of thirty. The largest flocks, that is, of 20,000 and over, have been reduced in numbers on the year from seventy-

seven to seventy-five. There are, according to the returns for April, 1911, 21,493 owners of sheep, and as the number of sheep returned was 23,996,126, it gives an average of 1,116 per owner. The number of flocks of different sizes are as follows (the figures in parentheses showing the numbers for 1910). One to 200 sheep, 6,001 (6,100); 201 to 500, 5,462 (5,464); 501 to 1,000, 4,366 (4,313); 1,001 to 2,500; 3,704 (3,663); 2,591 to 5,000 1,130 (1,128); 5,000 to 7,500, 344 (378); 7,501 to 10,000, 196 (166); 10,001 to 20,000, 216 (233); 20,001 and over, 75 (77). Thus it will be seen that flocks are well distributed among the owners, and that the tendency is for the larger flocks to disappear.

## Sales of Wool in New Zealand.

The following table shows the quantities of wool offered and sold in New Zealand during the seven months ended January 31st and the corresponding period of 1910-11:

	1911-1912		1910-1911	
	Offered. Bales.	Sold. Bales.	Offered. Bales.	Sold. Bales.
Invercargill	15,157	14,158	17,386	14,544
Dusedin	26,752	25,515	30,585	25,498
Timaru	11,089	10,654	22,313	19,719
Christchurch	35,934	34,673	50,293	43,802
Wellington	27,879	25,073	35,390	27,740
Napier	34,619	33,818	34,541	30,958
Gisborne	720	720	2,361	2,073
Auckland	13,542	12,395	14,956	13,136
Totals	165,692	157,006	207,825	177,470

## STEADY AND FIRM PRICES IN COLEMAN STREET.

LONDON, April 20.—At last the second series of London sales have begun, that big event taking place on the 11th of the present month. More interest is taken in them here than the average American grower may think, and I venture to say that what is done in Coleman Street Wool Exchange during the current sales will have far reaching effects in determining the price of the new American Spring clip. If any United States wool grower happens to be in England when a series of London sales are proceeding, by all means let him visit Coleman Street Wool Exchange, for he will then see the sight of a lifetime. Better still, if he has the opportunity let him go round London docks in company with some buyer, for there he will be able to inspect 10,000 to 12,000 bales of wool of all

qualities, which compete directly with what he himself is producing. For many years I have been in the habit of saying that this is the finest picture gallery in the world. Somehow wool never palls upon my taste. Although I hate London life, the privilege of attending the sales is the one compensating element associated with my visits to this great metropolis, and my greatest pleasure is to set out, catalogue in hand, to inspect and value what is on show.

But to return to the opening. As every ready knows the second series of sales of Colonial wool ought to have taken place on March 5th, but owing to a colossal coal strike they had to be delayed. The Importers' and Selling Brokers' Committee wisely (some think otherwise) decided to amalgamate the second and third series, and we are to-day in the thick of the fight. Already the verdict is known, the news has been flashed across the Atlantic, and it will be

either pleasing or displeasing to every reader of this issue. The majority of the trade came together expecting to see crossbreds about a cent dearer, and merinos par to 1 cent per pound up, but no such thing took place. The fact of the matter is, that though the larger part came to London hoping to see wool sell better, no one was prepared to pay advanced prices. I have watched the scene daily, and talked to American and Continental buyers, who all affirm that the raw material is costing plenty of money, that no section of the trade can afford to pay more, and that they prefer a steady and firm market to higher prices at the beginning and a decline at the finish. We got enough of that in January to last for some considerable time. Nobody except those in close touch with Coleman Street can adequately comprehend the significance of a series of London sales and their effect upon the great

markets of Bradford, Roubaix, Leipzig and Boston. Probably the latter will not be greatly influenced by European centers, but what is done in London helps to make or mar conditions in the large manufacturing centers to which I have already alluded. Many thought that the opening days would see values advance at least 1 cent per pound, and that when the more urgent requirements of buyers had been met, prices would slightly ease. As it is, there is a general opinion abroad that with such a big weight of wool to lift, the figures may yet slightly decline as the end draws nigh, but although the sales have been running nearly a fortnight, prices are very steady and firm.

Just a word about quantities. The net weight of wool available is 273,000 bales of Colonial, together with 23,500 bales from Punta Arenas and the Falkland Islands. As these 23,500 bales average about three times the weight of a Colonial bale, it will be seen that in the aggregate there are well over 340,000 bales of Colonial size to deal with. This is a pretty good meal, and will tax the absorptive resources of everyone. Many seem to have fought shy of this big quantity, but I well remember the early eighties and nineties when for a July series we frequently had well over 300,000 bales to lift, and with the trade to-day being so much stronger and better off, there should be no difficulty in dealing with the present supplies.

From the start, a very good spirit has characterized each day's sitting. The opening as I have already said was a steady and sound one, and ever since a large attendance of buyers has stuck to the work in a very commendable way, and bought steadily. The catalogues each day are fairly heavy, and are averaging about 13,000 bales, consequently the reader can see that each day's work is by no means light. I do not know when a series began with so little alteration in price. Compared with the average of January, both merinos and crossbreds are equal. Some thought coarse crossbreds were occasionally 5 per cent dearer, say 1 cent per pound, but that I could not see, and succeeding sales have confirmed my view to the very letter. "What reason is there," many asked, "for prices advancing when no less than 120,000 bales of

New Zealand crossbreds are available, and when the Buenos Aires and Falkland Islands wools are of the same description?" As usual the home trade has put its back into the work, and Bradford topmakers are operating on a very large scale. It may interest readers to know what the respective classes of New Zealand crossbreds are realizing.

A well known 36s, say of a Lincoln character, is bringing 17 to 18 cents per pound; a well skirted 40s fleece of a Leicester type is fetching 18 to 19 cents per pound, though a fairly big quantity of skirty and cotted Lincoln fleeces are only realizing 16 to 17 cents. Coming to wools of 44s to 46s quality, usually grown on a Romney Marsh or a second cross from the merino, these sorts are selling anywhere from 19 to 22 cents, and it is here where American competition is being felt the most. These 46s fleeces are known in the English wool trade as of medium quality. They make a very nice yarn, being well suited for the serge trade. I understand that white serge is very fashionable with American ladies this Spring and Summer, and this is the class of material from which it is made. American buyers have always shown a preference for light conditioned medium quality sorts. When we come to half-breds, or say 50s to 56s wool produced from ewes crossed with a Lincoln, Leicester or Romney Marsh sire, the fleeces sell anywhere from 20 cents to 26 cents, just according to the style and condition. These facts are well worth remembering by every reader of this issue. If anyone is producing similar qualities he should receive the prices named above, providing they will give the same clean yield, plus 11 cents import duty. New Zealand to-day is turning out some splendid lines, and I do not know what the Yorkshire trade would do if there was not a large supply of this material coming from the Dominion. Punta Arenas crossbreds are essentially hosiery wools, and are very popular both with Yorkshire, French and German buyers. American importers cannot touch them at all on account of being heavy and dirty, but when the wools are clean scoured they come an excellent color, and being free of burr, and somewhat "blobby" in nature, are admirably

suited for hosiery spinning purposes. The sales have made very good progress from the start, and values are very steady and firm; in fact, I do not think there has been a series during recent years in which up to the point corresponding to that which the present sales have reached, there has been so little variation in price.

Slipped crossbreds come from the New Zealand freezing works, and a very large business indeed is done in them. These wools are slipped or pulled from the skins of killed sheep, are then clean water washed, and are very largely bought by both the home and Continental trades. I am certain that if the tariff is lowered, some fairly big lines of this class will find their way across the Atlantic, but at present I do not think any at all are bought, though some decent weights of English skin wools are purchased from Bradford and elsewhere for your side. These slips are also meeting with a good demand at steady and unchanged prices.

This series some moderate quantities of South African wools are being catalogued, and after many years of retrogression, or to put it more mildly, standing still, the pastoralists of South Africa give unmistakable evidence of being more up to date in their methods of breeding and preparation for market. Although 22 cents has been realized for a small farmer's clip of very good color, the bulk of the wools will never equal Australian sorts, the majority of their clips being very similar in quality and condition to the territory wools of the United States. An average price to-day for South African greasy twelve months wools is 18 to 19 cents, while some sell as low as 15 cents. A fair percentage of South African sheep are shorn twice a year, and short six months wools are 1 cent per pound cheaper. The result is that importers are unable to accept the prices which are being bid, which means that these wools are not doing so well. Snow whites are also slightly in buyers' favor, the best demand all through being for good long grease combing wools.

Turning to conditions in Bradford, we find that the London sales are being watched with considerable interest, and so far they have had very little effect upon trade. To be very

candid, many have expressed disappointment at the course of the market, for a general advance of about 5 per cent was looked for and firmly believed in. Personally I could never see any reason for higher rates being paid, for although the price of tops in Bradford advanced a fraction during the coal strike, the rise was due to exceptional causes, and not really to any large accession of new business. The value of tops simply rose temporarily on account of a reduced output, users abroad being very desirous of covering their wants in case their machinery should have to stand on account of an insufficient supply from Bradford. Since I last wrote the Bradford market has been fairly good, and much better than might have been expected in face of the national calamity we have experienced in the shape of the coal strike. The men were ordered back to work exactly a fortnight ago to-day, but all mills have not yet got to running full time, and since the opening of the London sales disappointed so many, the market has been rather quiet. Still, all topmakers and spinners are busy, and will be for some considerable time to come. Trade has in no sense been bad, and some fair weights of both tops and yarns have been sold. Prices remain steady and firm, but topmakers who were asking a fraction more have been unable to make any advance. The most satisfactory feature of all in connection with the Yorkshire textile industry is its sound position. Work is plentiful, machinery is fully run, and although the coal strike ruined the Easter trade in new clothes, and no doubt has dealt a severe blow to the home Summer trade in new wearing apparel, Yorkshire spinners and manufacturers are able to keep running full time and will do so for some months hence.

#### English Wools.

English wools are of unquestioned interest to readers of this issue, and they naturally benefited during March as a result of the strike. With an adequate supply of New Zealand crossbreds not being available, holders of domestic fleeces seized the opportunity of getting rid of some fairly heavy stocks. The fact is, March and early April proved to be about the best selling period since last clip time, but even then many holders

have done no more than get out with what they bought last Summer. Had there not been these exceptional circumstances, I feel certain that direct losses would have had to be faced, but scarce supplies compelled users to go on to English fleeces, and although dearer than corresponding qualities of New Zealand and River Platte wool, they were forced to have them at the best price possible. All bright luster wools like Lincolns, Nottinghams, and Yorkshires have hardened about 1-2 cent, the first named to-day being worth 21 cents per pound. I understand that some fair weights have been wanted for America, but stocks being light, some difficulty has been experienced in obtaining them. There has also been more doing with Boston houses in Kents, Eastern Counties half-breds, good Downs, Irish and Scotch Blackface. These have been the principal descriptions dealt in, and with America taking a larger weight, dealers' hands have been considerably lightened, and there is now a prospect of all stocks being cleared

by the time the "new clip" becomes available. Prices all through the past month have remained very steady and firm, and it is only in a few special cases where 1-2 cent more has been obtainable.

Skin wools have also sold readily, and domestic pulls have been sought after on both home and export account. I hear of part strong wether being shipped to Boston, and haslock has also been in very keen demand on American account.

As far as one can read the future, prices look like remaining firm. I don't think in any part of the world we are likely to see much if any setback, and American sheep farmers should find a ready sale for their new clip wools and good prices forthcoming.

Do not forget that when your Secretary complained to a prominent wool manufacturer about the price of wool being so low, the manufacturer merely asked, "Why does the grower sell his wool so cheap?"

#### FEEDER MOVEMENT OF SHEEP AND LAMBS.

The following statement shows feeder shipments of sheep and lambs as reported from the five markets indicated, during April and four months, 1912, compared with corresponding periods of 1911 and with five-year averages, 1907 to 1911, inclusive:

Markets	Month of April.					5-yr. avg.
	1907	1908	1909	1910	1911	
Chicago .....	19,357	21,228	17,962	10,004	9,739	15,665
Kansas City .....	6,388	13,979	13,454	13,571	23,755	15,429
Omaha .....	67,612	72,403	49,247	32,432	33,265	50,992
St. Joseph .....	2,471	259	2,557	321	295	1,181
Sioux City .....		1,127		22	2,268	447
Total .....	95,828	114,996	83,282	58,634	67,501	\$4,040

Markets	Comparison of 1912 Shipments.					Shipments
	With 1911	With 5-yr. avg.	Shipments	Inc. X	Inc. X	
Chicago .....	9,739	10,855	X	1,116	15,665	10,855
Kansas City .....	23,755	17,615	D	6,140	15,429	17,615
Omaha .....	33,265	94,367	X	61,102	50,992	94,367
St. Joseph .....	295	291	D	4	1,181	291
Sioux City .....	447	210	D	237	773	210
Total .....	67,501	123,338	X	55,837	84,040	123,338

Markets	Four Months.					Shipments
	1907	1908	1909	1910	1911	
Chicago .....	90,076	81,808	84,407	81,806	75,919	82,803
Kansas City .....	50,582	83,722	61,691	43,131	97,732	67,372
Omaha .....	205,003	178,627	153,578	105,990	141,516	156,943
St. Joseph .....	12,002	6,032	16,687	2,803	11,988	9,902
Sioux City .....	676	1,971	272	2,566	2,033	1,504
Total .....	358,339	352,160	316,635	236,296	329,188	318,524

Markets	Comparison of 1912 Shipments.					Shipments
	With 1911	With 5-yr. avg.	Shipments	Inc. X	Inc. X	
Chicago .....	1911	1912	X	Dec. D	5-yr. avg.	1912
Kansas City .....	75,919	86,332	X	10,413	82,803	86,332
Omaha .....	97,732	59,770	D	37,962	67,372	59,770
St. Joseph .....	141,516	237,339	X	95,823	156,943	237,339
Sioux City .....	11,988	10,629	D	1,359	9,902	10,629
Total .....	2,033	450	D	1,583	1,504	450

Total .....	329,188	394,520	X	65,332	318,524	394,520	X	75,996
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## Handling Stock on Poison Areas

By James T. Jardine,

Inspector of Grazing, U. S. Forest Service

**I**N HANDLING stock on range supporting poisonous plants, prevention of poisoning is far more effective than treatment after poisoning occurs in avoiding large losses. This is especially true in connection with handling sheep, because their actions are more or less under control all the time. At best a few sheep will, perhaps, be poisoned, but where the poisoning is confined to a few head, treatment might often be resorted to with good results.

By carefully observing sheep grazing under various methods of handling it has been found that the sheep, if kept with a full stomach, and allowed freedom of action and quiet, will use much power of selection in choosing the forage consumed. They may, and do, eat larkspur, death camas, lupine, lobelia (monk's hood) or hellebore (skunk cabbage, wild corn) and grow fat on them, but they do not eat these plants in large quantities at any one time, and what is eaten is mixed with other forage, and the results are seldom serious because the amount of poison taken at any one time is not sufficient to constitute a "fatal dose." On the other hand, if sheep are driven from a grass range or from feed grounds and turned on areas supporting the above plants while they are in the poisonous stage of growth, or in any case, if the sheep are put on such areas while they are hungry, the fatalities are frequently large.

These facts are fully substantiated by a study of the losses of sheep which have been attributed to poisonous plants during the past few years on National Forests. The losses amounting to from fifteen to seventy-five head from a band in one day can, in nearly every case, be traced to one of two conditions: The loss occurred either (1) immediately after the sheep had been driven some distance without sufficient feed; or (2) immediately after they had been changed from a grass range or feed yard to weed range, involving almost an entire change of forage. In the case of minor losses it has been noted that, in addition to the above conditions, illness most frequently occurs

some three or four hours after the sheep leave the bed ground in the morning. This is especially true when choice feed is scarce and the sheep do not fill up well during the day. When they leave the bed ground next morning they are hungry and will eat the whole of one or several poisonous plants where otherwise they would nip off, at one time, only flowers, seeds, or other choice portions. The result is, frequently, a "fatal dose" of plants which, if more moderately used, are good, even excellent, forage. In a few cases where sheep have been left quiet, well spread out in grazing and not driven back and forth to camp at night, range, known to contain in large quantities most of the recognized poisonous plants, has been used without loss of sheep. The absence of loss is attributed to the fact that they are free to select their forage and that they graze late in evening and early in morning, thus avoiding any long period without food.

The ideas given might be summed up in the following suggestions for handling sheep on poison areas:

(1) In the case of any poisonous plant do not turn sheep on an area where the plant occurs to any great extent, after they have been driven a long distance without feed, or after they have been subjected to any treatment which leaves them with an empty stomach.

(2) While the sheep are grazing an area infested with poison allow them to spread out and keep them grazing as freely and quietly as possible. Avoid keeping them on a bed ground long hours.

(3) Salt frequently, and be sure that the salting is done in such way that each animal will have access to it. Plenty of salt aids in keeping the system of the animal working normally, which condition is very essential in casting off poison taken into the stomach and is also very essential to general health and growth.

As an additional precaution in connection with handling sheep, it may

be added that care should be exercised to avoid a direct change from a grass range to a weed range just as care is essential in turning sheep from a grass range to an alfalfa field. Most mountain ranges are fairly well balanced in this respect, but occasionally a case arises requiring caution.

### Treatment of Poisoned Sheep.

Where sheep are handled in large bands on the range, it frequently happens that individual sheep are poisoned and are near the point of death before found by the herder. In many cases, however, the animal is noticed when the first symptoms of poisoning are apparent and might be saved if effective treatment were known.

In the case of loco poisoning the precautions given by Dr. C. Dwight Marsh in his publications on the loco disease should be followed. When the animals shows the first symptoms of poisoning, remove it from the loco infested district and, if possible, place it on alfalfa forage. If alfalfa pasture is used, caution should be observed to avoid *bloating*. For special treatment of valuable animals in advanced stages of loco poisoning, reference is made to Farmers' Bulletin 380, U. S. Department of Agriculture.

If the poisoning is due to larkspur or death camas, the remedy used most frequently in general practice is the one recommended by V. K. Chestnut and E. V. Wilcox in Bulletin No. 26, Division of Botany, U. S. Department of Agriculture. Keep the animal free from excitement. When the first symptoms of poisoning are observed—usually stiffness, awkwardness of movement, and a lagging behind the band—administer the following treatment:

Chemicals—Permanganate of potash; sulphate of aluminum.

For large old sheep use—8 grains permanganate of potash and 8 grains sulphate of aluminum.

For small sheep use—5 grains permanganate of potash and 5 grains sulphate of aluminum.

For lambs (2 to 4 months old) use—3 grains permanganate of potash, 3 grains sulphate of aluminum.

For horses use—15 to 20 grains

permanganate of potash, 15 to 20 grains sulphate of aluminum.

For cattle use—30 to 50 grains permanganate of potash, 30 to 50 grains sulphate of aluminum.

The chemicals should be finely powdered and *thoroughly dissolved* in from one pint to one quart of water, as free from alkali as possible. Then administer to the animal in the form of a drench. Precaution should be observed in seeing that the chemicals are entirely dissolved in the water before the dose is administered.

Where only a few sheep are occasionally poisoned on the range, this remedy can be used effectively. Any number of doses, prepared by a druggist at a slight expense, may be kept on hand for immediate use. During the season when flies are bothering the sheep the herder often carries a bottle of sheep dip or some preparation for meeting this trouble. It would be no more difficult for him to carry a bottle of water and a few doses of the above chemicals with him on the range during the period when poisoning is anticipated.

The herder who is with his sheep constantly usually observes the first symptoms of poisoning, and in such cases where the above simple remedy has been applied, good results have actually been secured by sheepmen on the range.

In cases of poisoning by *lupine* the treatment with permanganate of potash and sulphate of aluminum has proved effective in some cases.

Be sure and tell our advertisers that you saw it in The NATIONAL WOOL GROWER.

Banks all over the country are beginning to realize that loans upon sheep paper are a highly desirable loan and the wise bank will do everything possible to help the wool grower get past the bad places.

It is too late now for any wool grower to write his Congressman for the wool bill has passed the House. It is now before the Senate and it is the duty of every American wool grower to write his Senator and demand that the duty upon wool and woolens shall be sufficiently high to protect these industries in the United States.

## A Suit of Clothes

Congressman Rucker, a Democrat from Colorado, recently made a speech in the House dressed in a suit of clothes presented to him by the National Wool Growers Association. Every item of cost that entered into this suit was carefully compiled by an officer of the National and we submit below a detailed statement of these costs.

This letter was read to Congress by Judge Rucker:

Judge A. W. Rucker,  
House of Representatives,  
Washington, D. C.

My Dear Judge: I have the honor to give you the following information relative to the suit of clothes which was made and presented to you by the National Wool Growers Association.

The following items of cost entered into the making of this suit:

3.6 yards of cloth, at \$1.92.....	\$ 6.910
1 5-8 yards of mohair serge lining.....	2.030
1 1-2 yards vest and sleeve lining.....	.375
1-2 yard of haircloth.....	.250
1-6 yard of padding.....	.125
1 1-4 yards of canvas.....	.440
1 yard of pocket lining.....	.200
Lining for trousers, buttons, and buckles.....	.350
Buttons for coat and vest.....	.150
 Cost of tailoring.....	 \$10.830
	24.370

Total cost of suit.....\$35.20

The cloth used in this suit is a high-grade, medium-weight worsted, all pure wool, and represents about the highest quality and cost of cloth made for men's suiting. While the cloth in the average all-wool suit of clothes ordinarily is sold by the manufacturer at from \$1 to \$1.40 per yard, you selected a cloth representing almost the extreme of high value produced by the American mill. While the manufacturer received \$6.91 for the cloth in this suit, \$2.37 of this represents what he paid for the wool laid down at his factory; the balance must cover all the expense of handling the wool, converting it into cloth, and placing it upon the market, as well as his profit. The manufacturer's profit on this suit was between 15 and 20 cents.

It required 11.59 pounds of Colorado wool, shrinking 62 per cent, to make this entire suit; your wool grower might receive for this wool to-day 17 cents per pound; therefore, for all the wool in the suit he received \$1.97. In addition to making the suit, this 11.59 pounds of wool produced about 6 cents worth of waste, which, deducted from \$1.97, leaves \$1.91 as the share your wool grower received from this suit, or 5.4 per cent of the total cost of the suit.

In order that you may understand exactly the way the costs to the wool grower were distributed, I submit the following figures, based on the findings of the Tariff Board:

The average sheep in Colorado shears 6.1 pounds of wool; therefore, to produce

11.59 pounds of wool as required by this suit, 1.9 sheep had to be run for the entire year.

The average investment per sheep for improvements on your Colorado ranches is 44 cents, and for the wool required to make this suit the investment would be 83.6 cents.

The average value of Colorado sheep is \$4.15, and for the 1.9 sheep would be \$7.844; this makes the investment to produce the wool for this suit \$8.72, excluding all investment in lands.

In producing this 11.59 pounds of wool your grower paid to labor \$1.14, for feed for the sheep he paid 49.4 cents, and his miscellaneous expenses for the sheep were \$1.71; the interest on his investment at 8 per cent was 69.7 cents, making the total costs to produce this wool \$4.037.

This, however, represents the total cost of maintaining 1.9 sheep for one year, and as there was other income from them than that derived from wool, such income must be deducted in order to determine the actual cost of the wool. The Tariff Board estimates that the increase among Colorado sheep is 61.9 per cent, and that the income from sources other than wool for 1.9 sheep would be \$2.28. This, deducted from the total cost of \$4.037, leaves \$1.757 actual expenditures which must be met from the sale of wool. If the receipts from the sale of wool in this suit were \$1.97 and the cost of its production was \$1.757, your wool grower had remaining as his profit on 1.9 sheep just 21.3 cents, or a profit per sheep of 11.2 cents, amounting to 1 1-3 per cent on his investment.

In determining the cost of producing this wool we must not fail to recognize the fact that the Tariff Board credits the wool grower with an average loss of sheep amounting to 3 per cent, when every Western wool grower believes that the loss is at least 6 per cent. And again, that the 49.4 cents worth of feed consumed by these sheep represents, if produced on the owner's ranch, not the market value of the feed, but the actual cost of production. And also the fact that the Board reports the average price of wool in Colorado last year to have been 14.2 cents per pound, and I have credited your wool grower with receiving 17 cents per pound for the wool in this suit. And neither should we neglect to recognize that this profit of 11.2 cents per sheep was made at a time when the tariff on wool of this class represented 46 per cent ad valorem. May I therefore ask you, Judge, how is this wool grower to survive if the Underwood bill reducing the tariff 60 per cent becomes a law?

Of course, Judge, you will understand that the tailor who made this suit for \$24.37 was one of the reasonable-price tailors of the city of Washington, and plenty of tailors in this city would have charged as high as \$40 for making this suit. Investigation convinces me that if this suit of clothes were purchased from the tailor under ordinary circumstances it would cost you not less than \$55, and if purchased in a store probably \$35.

Very respectfully,  
S. W. MCCLURE,  
Secretary.

Study the shrinkage of your wool. You can not even guess what it is worth until you know what it shrinks. This is the first thing the buyer determines.

## The Wool Harvest—Shearing Time in Australia

 F THE many stirring occasions on a station there is none that causes as much excitement and bustle as shearing time. It is shared by one and all of the permanent hands, from the manager to the horseboy, and as the time for getting ready to commence draws near, each and every one is hard at work. The manager is the first to catch the fever. For weeks previously he has been mapping out his plans, and letters embodying his intentions are passing regularly through the mail to his principal, asking for confirmation of his proposed actions and plans for carrying out the work successfully. Instructions referring to the disposal of wool and financial arrangements come back in return, which are carefully noted for reference when once the work is fairly started. The manager and book-keeper put in many a weary hour making up the shearing order, which on many of the large stations is an important one, containing all rations, shearing requisites, cooking utensils, camping outfits, saddlery, etc., and is no easy task or one that can be done in an hour. It has to be gone into very carefully with the idea of having plenty of everything to go through the shearing, but not too much of any particular article left which would possibly have to be held until next shearing before it could be sold or utilized.

### Preliminary Arrangements.

Careful calculations are made of the estimated number of sheep to be shorn, and the estimated quantity of wool they will yield, and the number of woolpacks required to hold it. The last order has to be carefully calculated, as on the number ordered does the principal calculate the estimated net return of the wool, basing his calculations on the then ruling value. Consultations take place between the manager and overseer as to the order in which the sheep are to be shorn, and, when shorn, which paddocks they are to be put into; also as to the number of sheep that will be required weekly, provided fine weather is experienced during the shearing. These averages have for the most part to be made on the understanding that the

sheep are going to cut well and that the shearers coming to you are a fairly even team of men. Many of them probably have not shorn for you before, but having sent first-class references have been given stands and are generally put down as good average tally-men. The class of sheep to be shorn is, of course, the great factor in the tallies expected to be cut; if the ewes are in the majority it will mean a good tally, while if the wethers are in great number it will be the reverse; of course condition of sheep and condition of wool must both be taken into consideration: the poorer the sheep the more difficult for the shearer to shear and the slower he will be over them. Machines are very difficult to use on poor sheep, nothing being so good for speed to the machine as a nice level surface.

### A General Overhaul.

The sheep program having been arranged satisfactorily, the sheep are prepared for shearing by the overseer; all the different classes and sexes of sheep are put together, hoggets sexed, and those to be shorn first are moved up close to the shearing shed. That building is now overhauled, wool bins being erected for the different classes of wool, the shearing floor cleaned and done up, and all gates, rails, etc., put in good condition ready for receiving sheep. Huts for the shearers, rouseabouts, etc., galleys for the cooks to cook in, and quarters for the shed overseer, wool classers, jackeroo, etc., are overhauled and cleaned out, and by the day shearing is to commence everything is in thorough order. Stores, shearing requisites and cooking utensils have by this time arrived, been unpacked, and the former two lots placed in the store in charge of a store keeper; the latter, the utensils, being divided amongst the cooks of the various classes of labor. In the last two preceding days, laborers, shearers, rouseabouts, etc., have been arriving from near and far, and as the time for calling the roll approaches, all those that have been promised employment have put in an appearance and have reported themselves to the manager or his representative. The methods of transporta-

tion are many—from the springcart tilted over, belonging to the married man, to the bicycle of the single shearer. Some have horses, others bicycles, other sulkies, and many on foot. Frequent are the discussions as to which is the best method of traveling: the horseman looks with contempt on the man with the bicycle, and avers it is always going wrong; the footman says the horseman does a day's work on foot looking for his horses in the morning, and loses them in drought time by starvation; and the man with a dray or springcart states his is the only comfortable method of locomotion; but lately, during these seasons of drought, the bicycle seems to have become by far the most popular.

The shearers, being contract men, are allowed to select their own cook, and when the majority of them have arrived they call for nominations for the position; the cooks present who wish for the position hand their names in, and a ballot takes place, and the successful man immediately prepares to commence work.

### Commencement of Work.

The eventful day arrives, and all is bustle. By this time all the cooks are hard at it, each cooking for his own lot of men; shearers are busy grinding their shears, or, if a machine shed, grinding their combs and cutters. The roll having been called the previous day and the shearing stands drawn for by the shearers, all hands go to the shed, which is now filled with sheep, the shearers take their places, rouseabouts are placed in the positions allotted to them, the bell rings to commence, and shearing has started. The shed overseer and wool-classer for the first hour or so are kept busy getting their men into the style of work they wish them to do, giving instructions to any of the hands new at the work, or to others who have not learned to do the work properly. As a rule the shed overseer has under him the yard men, penners-up and pickers-up; while the wool-classer has control of the wool rollers, piece-pickers, sweepers, and wool pressers, and each of them has a busy time at the start, getting his men into carrying out the work in the way in

which he wishes it done. The shearer has to be constantly watched to see that he is shearing the sheep closely and that he does not cut the sheep or chop the wool about, and that he trims all the points thoroughly before he lets the sheep go. After the sheep is shorn the wool is carefully picked up by the picker-up, carried down to the wool tables, and cast on to one of them in a manner similar to that of spreading a sheet. The wool rollers now carefully go round the fleece, skirting off all the seedy portions and stained wool, which they hand to the piece-pickers, who in their turn take the stained wool away and separate the free wool into two classes of first and second quality. The main fleece is then rolled by the rollers, after they have skirted it, and handed back to the wool-classer, who, after stapling and examining it for strength and quality, places it into the class to which it belongs. When the bins of wool are getting full, the wool pressers commence operations, carrying large armfuls to the press, throwing it in and tramping it until it is filled up; then the lid of the press is put on and the bale is pressed down, sewn and rolled out to be weighed and branded before going on by the team to the nearest railway. If the shed be a large one, the press is generally driven by some power, but if a small one it is pressed down by levers and geared wheels which give two men enormous leverage, quite sufficient to press the contents into an exceedingly small space.

#### Machine vs. Hand Shearing.

In a shearing shed fitted with machines the whirring of the machinery seems to give every one an idea that they must move as quickly as possible, and each and every one seems going from start to finish as hard as possible. On the other hand, in the hand shearing shed the monotonous click, click, click of the blades closing gives you an idea of a great clock moving quietly along, and all the hands seem to work with a slow, steady stroke. The great advantage of machines over hand shears is apparent to a new chum. The sheep are more evenly shorn, with greater speed, the fleece more evenly taken off and less cuts than with the hand shears. The gain in the first year by using them is a large one, and in

the opinion of most practical graziers the succeeding clips are equal, if not greater, than the ordinary clip by the hand shears. The average tally of the machine shearer is larger, consequently fewer shearers and smaller sheds are required. The fleece is less cut about, and the sheep itself presents a cleaner and neater appearance than when hand shorn. The only claim that can be made in favor of hand shears is that the expert labor necessary to the successful running of machines is not required, and that you have not the wear and tear of machinery or duplicates to find. However, the objection is fast disappearing, and the machines are gaining ground rapidly, and those that have not the machines will have them in the course of a few years.

#### The Wool Classer's Position.

One of the most important men in a shed is the wool-classer, and if he be a good one he will control the whole of the wool department, from the time the wool reaches the hands of the pickers-up until it is loaded into the wool press and pressed into carefully packed bales, neatly sewn and branded. His duty is to generally take charge of the wool from the moment it falls off the sheep until it is safely in the bale ready to go on the team either to market direct or to the woolscur. On his judgment and report, as a rule, is the decision arrived at as to the quantity to go to the scour or in the grease direct to the market. The decision as to the treatment of wool depends a great deal on the season; if it has been a bad season and the ground loose and dusty and the grass poor, the wool will be badly grown, wasty, and contain a large amount of dirt; consequently a large portion, if not the whole of the clip may go to the scour for treatment, or, on the other hand, when the wool is in good condition, free from dust and bright in color, the majority goes in the grease to market, perhaps only the lower classes, stained pieces, and locks being scoured. On some stations the whole clip is scoured every year; on others it is all sent in the grease no matter what the condition of the wool, it being simply a matter of opinion of the owners, each thinking his method of placing the wool on the market the more remunerative.

#### Commissariat Department.

A visit to the galleys or cooking places is worth paying, and we shall endeavor to describe the shearers' galley, at which, as a rule, the best cooks preside. Taking into consideration the number of men they have to cook for, the number of meals and smoke-ho's they have to provide, and the limited conveniences they have at hand, it is simply amazing how they get through. In a shed of sixty shearers, the cook will have two assistants or off-siders, who will do the washing up, cleaning vegetables, and attend to the men, while he simply prepares the dishes and gets them ready for cooking. The shearers, being contract men, are allowed to select their own cook, and consequently they will have nothing but the best. Having command of every possible material, it is only to be expected the cook will keep a good table, and if he fails he is soon replaced. Everything in the galley and eating house is kept clean and free from dirt, and the tables and cooking utensils scrubbed and polished regularly. Huge joints and rounds of meat, loaves of bread equal to that of any town baker, trays of brownie or cakes, dishes of puddings and pastry, and large urns of tea are placed on the table in a neat manner, and the meal is ready. The shearers, after their work, sit down with a keen appetite, and do justice to a meal that would not shame a first-class hotel. The ovens are immense buildings of stone or brick, capable of retaining heat for many hours after the fire is drawn, and capable of holding numerous joints of meat, loaves of bread and trays of cake at the one time; and the handling of them is simply perfection, joints, bread, cake, and fancy dishes of all kinds being drawn out in a seemingly endless supply, cooked to a nicety, as if it were done by a "chef" in a first-class stove of the latest pattern.

At the termination of the shearing the bookkeeper has a busy time getting ready for the settling up. Accounts are all made up on the last day, the tallies for that day having been given in as soon as the last sheep is shorn. Each individual has his account called over to him, including his list of advances and goods got from the store, and a check is handed him for the balance. One after another

they pass into the office, some accepting payment without comment, others disputing their accounts, but none coming with their accounts made up ready to check. Swags are now rolled, horses caught, bicycles got ready, and the men depart one by one, or in small parties. The last of the wool is now loaded on to the teams, cooking utensils and balance of stores loaded on drays for the head station, the huts are closed up securely, and once more the shed is deserted; the string of departing men and teams being the prelude to the melancholy look which the place assumes after such a busy and stirring time.

#### Contract Shearing.

As the practice of contract shearing has created some discussion lately, it may be of interest if it is referred to. A great prejudice exists, or did exist, against contract shearing, many asserting that it took the control of shearing out of your own hands, and also that if the contractor made a profit out of it, which he undoubtedly does, or should do, why should not the grazier have that profit? Such an opinion is wrong, inasmuch that the contractor is subservient to the employer or his agent (generally the manager of the station whose sheep are being shorn), and his word is law as if he were personally conducting the shearing. A clause is in the agreement that shearing in all details must be carried out to the satisfaction of the employer or his agent, and giving him power to terminate the agreement the moment he considers the agreement is not being carried out properly. Consequently the power still remains in the hands of the employer as if he were conducting the shearing personally. Regarding the second objection as to profit, the contractor argues that his profit is simply made by employing the best and fastest of all labor, and thus getting through the work in the shortest time possible. Having probably a run of three or four sheds in rotation, which may keep the hands employed for some four months, instead of in the case of a station perhaps that number of weeks, he commands the best and fastest workmen, who go from one shed to the other in good trim for work—their hands and machines in first-class order; and being good men they do a big tally

from the commencement of the shed, and consequently the sheds cut out quickly at a good profit to the contractor. To be successful he must do good tallies and good work, and having the pick of men he does this at a profit to himself and at no greater cost and much advantage to the owner of the station, who gets the shearing through with no friction and in a short time.

In the writer's opinion, which is the outcome of years of careful study, machine shearing is the best and most humane way of shearing sheep, and contract shearing is a capital way of getting the work done. Though we may say it is only in its infancy, it

where it is deficient is in the lack of accommodation and conveniences for handling the wool, which in bad seasons (the time when these plants are most availed of) is generally so very uneven that it requires convenience and plenty of accommodation to handle it properly. These traveling plants, being made for shifting from place to place speedily, can be taken down, loaded on to a wagon, taken twenty or twenty-five miles and re-erected within forty-eight hours. As speed is the great consideration in shearing, especially in a dry season, these plants are of great value to the grazier, who by stress of season is forced to shear his sheep on any part of the run where it is convenient to muster them.

#### Conclusion.

There are, of course, many reforms that can be suggested in the traveling plants and many in the well-appointed station shed also. Mention has been made of lack of convenience and accommodation for handling the wool in the traveling sheep shearing plant, and it is without doubt a serious defect; but the nature of the work it is intended for makes it necessary to have the plant as small and light as possible, consequently we cannot expect too much. In many of the large sheds where the conveniences have been all that could be desired, the fault is found of employing too small a supply of labor, and that of an inferior class; men utterly deficient in experience of handling wool are very noticeable, and the lower grades of the wool, and even the fleece itself, gets bad treatment. A great improvement could be made in employing additional labor and of a selected class, and a great gain to the owner would result if that were arranged. As regards machine shearing, no great improvement can be suggested; given the men, good machinery and machines, it follows you will get your sheep well shorn. As regards hand shearing, it is behind the times, and in a very few years the hand shearer will be a man of the past and only remembered as one who played an important part in gathering the golden fleece of former years. In his day he was a useful man, but, like all things, his day has passed and he has to give way to the advance of civilization and humanity.—*Dalgety's Review*.



E. E. Hazen, Exec. Committeeman,  
Kansas.

has certainly come to stay, and it will in course of time relieve the manager from one of his greatest worries, and give him more time to look after the ordinary station work, which at that period of the year is generally neglected. During this recent period of drought contracting firms with traveling plants were a great boon to the graziers, and many a station experienced great benefit and a handsome financial return from the small but useful shearing plant. It can be erected anywhere, and the work, as far as shearing the sheep is concerned, can be done as well by it as if the largest and best-appointed shearing shed were on the ground. The only point

## Elk and Game Wardens vs. Live Stock and Human Beings

**W**E HAVE in the United States at least five great National Parks containing millions of acres of land all of which have been made National Game Preserves. In addition to these National Parks the Federal Government has withdrawn here and there great areas of land expressly for the conservation of game, and the various States have withdrawn large areas for the purpose of game conservation. Thus in the aggregate many millions of acres of productive land in this country have been withdrawn for the definite purpose of conserving game. Of course, all patriotic citizens are in favor of the conservation and maintenance within reasonable limits of all of the species of game animals which in the past have inhabited the various portions of the country, and when a person raises his voice against the extremes to which we are now going, it is done, not because he is the enemy of these animals, but because this conservation has been carried to such an extreme that it is now doing serious injury to the more necessary industries of the country.

For many years the Yellowstone National Park has been a game preserve and within its borders the various species of game animals have multiplied to an unusual degree. It is now estimated that in this park somewhere between fifty and sixty thousand head of elk are to be found. Of course, these parks, like any other area of the country, may become overstocked and be unable to furnish the necessary feeding ground for these vast herds of animals. This is the situation in the Yellowstone National Park to-day relative to the elk. Of course, this park cannot furnish Winter grazing for this immense herd of elk and as a consequence in the Winter and Fall they overrun the surrounding country to the great detriment of the live stock interests and the farmers in that immediate vicinity. Vast herds of these elk, estimated at many thousands, drift south of the park into Wyoming and destroy the hay stacks and pasture lands of farmers in that district and of course as is naturally to be expected a few

of these elk die during the Winter months and word is sent out over the country that thousands of elk are starving to death because of lack of range in these Western States. Now the fact is that a few elk do starve or die during each Winter, but the number that annually die is probably not greater than a normal loss under natural conditions. While a few elk die, the real injury that is done to the country is not to the elk but is to the farmers and stock men in the vicinity of the park whose grazing lands are destroyed by these migratory bands of worthless animals.

North of the Yellowstone National Park in Montana we have the Absarokee and Gallatin National Forests. Within these forests most excellent feeding grounds for sheep and cattle are to be found. Of course, the mere fact that these elk have left the park and come upon the lands used by the stock men and farmers makes it seem to thoughtless people that the stock men and farmers should be driven out of existence in order that the elk may be maintained and increased in numbers. Thus, we to-day witness a situation where the Biological Survey, which Department has taken unto themselves the function of a national game warden, is demanding that in these two large forests an area equal to about 400 square miles be withdrawn from sheep grazing in order to furnish Winter grazing for these elk. It is hard to believe that sensible people would concede to a demand of this kind and sacrifice so much excellent grazing land to sentimental purposes. However, the demands made upon the National Forest Service have been so insistent and vigorous that that Department has now, we understand, set aside this great area of grazing land for these elk. It is estimated that the number of sheep that could be grazed upon these lands is equal to approximately fifty thousand head. In other words, to make room for a few elk fifty thousand head of Montana sheep are to be denied the privilege of grazing within our National Forests. Do not understand that fifty thousand sheep have been put off the National Forest because such is not the case, but the

truth is that fifty thousand sheep are not admitted to the Forest in order to admit these elk.

Of course, the people behind a movement of this kind are, first, the game wardens who have a financial consideration at stake, and second, the sentimentalist who cares nothing and knows nothing about the nation's needs or ultimate well being, and who approaches this subject merely for the gratification of his personal sentiments.

Now which is the most important to Montana and the nation, a herd of elk or fifty thousand sheep? The elk can serve no useful purpose. They are not allowed to be slaughtered and when slaughtered do not render any valuable returns. They are merely allowed to run in the forest, their numbers increasing beyond reasonable limits and consuming feed that is valuable for other purposes. Fifty thousand sheep in Montana means an investment of \$250,000. It means the annual production of 350,000 pounds of wool and 40,000 lambs worth in the aggregate \$200,000. Thus the elk have displaced an income to the State of Montana of at least \$200,000 per year. It is not only the sheep man who has lost this money but all the people of the State have suffered as a result of the loss. The farmer who has been in the habit of selling his hay and grain to the flock master finds that the sheep are driven out of his community, the price of his hay thereby depreciating; the laborer who finds the flock master the best market for his labor, learns that when fifty thousand sheep have been driven from his community that he must go elsewhere in search of labor; the homesteader driving through the country in search of a favorable locality to take up a home finds a great area of productive land withdrawn from settlement. Thus the State has lost its income from the sheep, has lost the wages of its laborers, and has failed to provide a home for the settler who now drives to Canada where such fads are not so fashionable. The nation has lost its supply of wool and mutton and this loss has been reflected in the advancing prices of meat. Every few days we see in the papers

that the price of meat is going upward, but the very people who are now complaining about this boost in prices have, through foolish and radical conservation, contributed most to it, by decreasing the productive area available to our farmers and stock men.

No sensible person can fail to see the outcome of this elk problem. The elk in the Yellowstone National Park are increasing at the rate of ten thousand head a year and while 400 square miles of additional grazing may satisfy the demands of this herd for a few years, it means that in eight or ten years, areas immensely greater than this must be set aside to maintain this national plaything. Now comes the Biological Survey officers and through public notices in the press and the publication of bulletins they create a public sentiment in favor of the maintenance of the elk. After having created such a sentiment by presenting only one side of the case, we find them asking that areas be withdrawn from grazing in many of the National Forests of the West in order that they may be set aside for elk conservation. It is now the purpose of this Bureau to ship a few of these elk from the vicinity of the Yellowstone National Park to the various forests in the Western States in order that they may there form the nucleus of a great future herd. Within the last few weeks fifteen of these elk have been shipped from the Big Hole country in Wyoming to the State of Oregon where about twenty-five hundred acres of land have been withdrawn from sheep grazing in order to furnish a refuge for them. In other words, one hundred and sixty-six acres of public grazing land is being withdrawn to graze each elk. At this ratio it strikes terror to the heart of the sheep man to think how much land will be withdrawn when this herd of elk has been increased somewhat in numbers. In the Oregon case the best sheep grazing territory in that country known as the Billy Meadows pasture which was fenced for the purpose of conducting experiments in range sheep grazing is now being devoted to sheep destruction and elk production.

What has happened in Oregon will within the near future happen in many of our Western National For-

ests, for the people behind this movement to conserve the elk have at heart nothing but the consideration of the elk, and they care not whether the great industries of the Western country be totally destroyed, if by such destruction, they can satisfy their own desires in the matter.

Every Western man who knows the West as it existed in the past and who believes in its traditions and its future is anxious to conserve, within reasonable limits, a reasonable supply of all the game animals with which the West once abounded. So far as their love of nature is concerned, they take a back seat for no man, but they are unwilling to see the resources of the West destroyed and bottled up in

country know and see the type of animals that abounded in the country before the days of the first white settler. This will be best served by placing the elk not in the center of a great national forest, but in the city parks all over this nation. If those who are now so anxious to displace the farmer and live stock producer of the West in order to conserve these elk are really in earnest, let them start a campaign to have a few head of these elk shipped to every town in the country that will offer to care for them.

This is a matter of vital concern to the people of the West and it is a subject that should have their close and conservative attention for if this exploitation of the West be continued, if these continual sacrifices of our interests and our industry to the god of conservation be maintained, there remains but a few years of prosperity for all that great territory lying west of the Missouri River which once furnished, and could still furnish, under sensible administration, a home to every worthy citizen who seeks it.

This withdrawal of lands for the conservation of game represents the mad riot of the conservation spirit riding supreme over the shattered prospects of a territory once rich with hopes of future greatness.



V. G. Warner, Exec. Committee man,  
Iowa.

order that these Eastern theorists may satisfy a destructive passion. The elk should be conserved but that conservation can not in common justice permit the destruction of our great national resources. That conservation should not for a moment be allowed to drive a single homesteader from our Western lands nor should it be allowed to displace the live stock industry upon which the West has built its magnificent foundation. The conservation of the elk within the center of a national forest serves no purpose for they are then where human eyes will never view them. The object of the conservation, as I see it, is to let the future generations of this

The wool growers all over the country continue to write their appreciation of this paper. We are glad that they are pleased with it because it belongs to them and they must dictate its policy. Its real success, however, will depend upon the number of new subscribers that each wool grower obtains.

If there are a few fat sheep in the band, this is a good time to sell them to your local butcher. Always remember that each sheep sold at home means just one less to crowd the market next Fall when prices are low.

If possible, our Forty-Ninth Convention at Cheyenne will be held just before the Denver Live Stock Show. This will insure a magnificent sheep exhibit in connection with our Convention.

Get us two new subscribers for this paper.

## Tasmanian Wool Sales

THE annual Tasmanian wool sales at Hobart on January 3d and at Launceston on January 5th, were particularly spirited, and a most unusual proportion of the wool offered was auctioned at highly satisfactory prices. In the aggregate, prices were only about 1 cent per pound lower than in 1911, although the wool was heavier, containing more grease and dust than in previous years, and taking into account the increased weight of the clip, the wool is said to have netted even somewhat better than a year ago.

Super merinos, which last year touched 32 cents per pound in price, this year reached 31 cents; super crossbreds, which last year sold at 26 cents, realized 25 cents. Pieces and skirtings of all kinds realized prices higher in proportion than fleece and reached up to last year's prices. Lambs also were fully equal in price to last year. Bradford wools were within 1 cent per pound of the previous year's prices. On the whole, the sales were the most satisfactory which have yet been experienced in Tasmania. A considerable quantity of wool was taken for the United States, comprising crossbreds of all grades from 60s down to 40s. The merinos, however, continued as in previous years to be neglected by American buyers on account of their fatty condition, the American specific duty on wool making it undesirable to purchase wool weighted with an undue amount of grease.

At the Hobart sales all the wool that would under ordinary circumstances have been offered was not available, owing to wet weather having delayed the shearing. The offerings totaled 12,000 bales, compared with 13,000 last year. The wool at Hobart was unusually heavy, while its appearance was much affected by the presence of dust, by which many of the super merinos showed a decided falling off in quality. The crossbreds, however, were unusually sound and well grown, and there was no tenderness of staple in any of the wools catalogued. Most of the merinos were purchased for France, Belgium, Germany, and north of England. The top lots of crossbreds were taken prin-

cipally for the United States. Super merinos realized about 2 cents per pound better than at the December sales on the mainland of Australia and were generally 5 per cent higher.

At the Launceston sales the offerings represented 5,000 bales, about 1,500 bales short of the previous year, due to large quantities of northern Tasmanian wool being now shipped to Melbourne for sale, nearly 8,000 bales having been forwarded this season from Launceston. At Launceston the wool was lighter, brighter, and drier than at Hobart, and the competition of buyers was even better than at Hobart, rates for crossbreds improving one-half to 1 cent per pound over the Hobart sales two days prior.

A leading wool buyer mentioned that the general run of Tasmanian merino wool lacked the fine, silky quality which has hitherto characterized clips from this State, and from what he could gather it was due principally to the introduction of a good many strong-wool, plain-bodied rams from the mainland of Australia, although also, on account of the recent abundance of grass, there was a natural tendency for the wool to be strong and fat. It was further suggested that owing to the fact that Tasmanian merino wool is considered the world's best standard of quality, it would be unfortunate if Tasmanian sheep breeders were now to permit hairy wools to get into their clips as the result of careless breeding, especially as the world is getting very short of fine wools. The "comeback" and crossbred wools were about the same as last year—if anything slightly better in quality, but heavier in condition, and generally moist. In the "down" wools, or long wools, there was little or no change.

The Agricultural and Stock Department of Tasmania has just issued a bulletin on the preparation of wool from the paddock to the salesroom. With regard to the scientific sorting of wool to command the attention of buyers it says:

The times are changed from when growers of wool did not sort their clips. Bellies, locks, pieces were all rolled up regardless of taggs and dirt inside the valuable parts of the fleece, in a haphazard manner, perhaps by sheer good luck to

meet a paying market. Experience has since taught the careful Tasmanian grower that sorting and classing wool is tantamount to an increased source of revenue, as the clips so treated command the attention and satisfaction of buyers; and the enhanced value of the wool is tangible proof to the owner that he has succeeded in acquiring the proper way in which to treat his wool clip.

The shearing floor is the next stage to the sale floor. It is there that much damage is done to wool. This is the age of progression; the blade sheep shearers are giving place to machine shearers, as in turn the sickle passed away to be superseded by the reaper and binder. Machine shearing shortens the wool harvest, particularly when weather variations are in some seasons a delay and annoyance. There is no gain-saying the great advantage of machine over blade shearing; it is quicker, and in the case of wet seasons will enable the owner to have his wool in readiness to take advantage of the first favorable market, which on some occasions might make a great financial difference.

Great care must be exercised with the packs, and the most careful owner will have them singed inside, and thus make them perfectly smooth. Each pack should be well looked over and turned inside out, then well shaken, so as to remove any remnants of jute, fringed ends, twine, or foreign matter that are adhering to the bale and likely to become disconnected therefrom and attached to the fleeces. The packs should be of good quality. After leaving the press the bales should be labeled in a clear, legible, and bold stencil on the top and on one of the opening sides, so as to assist the broker in stacking, and the particulars of the bales should be easily available for the brokers and buyers in their examinations.

Growers would save expense to themselves by adopting the system now in vogue of sewing bales with colored twine, and thus greatly lessen the risk of cut ends of twine getting mixed with the wool. Colored twine is particularly recommended, as it is easy of detection.

With the complete contrivances kept in stock for moving bales from rail to wool stores, the expedition in handling and elevating bales by mechanical appliances provided to lift and move bales into the show rooms reflects the greatest credit upon the energy of our established wool firms, both north and south of the State, in catering for the wool producer. The storing place for wool is strained to its utmost limit during the wool sale season, and, as the wool has to be displayed to the greatest advantage of the seller and for the convenience and inspection of the buyer, every detail in this respect has been anticipated, studied, and adopted. The gentlemen who have attended our annual wool sales for many years past appreciate the facilities afforded them in their periodical visits for the purpose of securing Tasmanian wool, which, in our opinion, should rightly be secured in Tasmania. The encouraging facilities offered buyers are so apparent that their numbers and nationalities are causing their ranks to increase yearly, and new faces are to be seen—all in the interest of the producer, who is greatly benefited by the additional competition—Consular Trade Reports.

# The Last Stand

THE railroads are still protesting against the reduction in the wool rates, but it is believed that they made their last stand on the 8th of this month when they appeared before the Interstate Commerce Commission and asked that the rates should not become effective until the 1st of June, delaying the new rate which the Commission had ordered in on the 1st of May. This the Commission refused to do and it is understood that they must publish their rates by the 1st of June. The railroads will be compelled to rebate the shipper for all wool that is shipped during the month of May. Their principal fight, however, was to change the classification from the fourth class to the third class, which if accomplished would have meant a material increase in rates on Western movements of wool and would have closed the gateway to ocean transportation for practically all the wool of Idaho, Oregon and Washington. This would have had the same effect on other railroads where the fourth class rate will be an important factor in giving the flockmasters cheaper transportation by taking advantage of water competition.

In our last article we quoted the wool rate from Portland to Boston at 83 cents. We took the rate of last year and had not been advised at that time that there had been any increase made for this year's service. Soon after this article was published we learned that the Steamship Company had increased their rates 10 cents a hundred. President Gooding immediately took this matter up with the officers of the American-Hawaiian Steamship Company and got a reduction of 5 cents a hundred making the rate from Portland to Boston 88 cents instead of 83 cents as given in the last issue. Another thing that is especially gratifying is the assurance that the American-Hawaiian Steamship Company is going to be a good strong competitor for a great deal of the Western wool. The following is a letter received by President Gooding from the American-Hawaiian Steamship Com-

pany, which shows that they are very anxious to receive consignments of wool:

Portland, Oregon, May 4, 1912.  
Mr. F. R. Gooding, President,  
National Wool Growers Association,  
Gooding, Idaho.

Dear Sir:

Referring to late correspondence between us in connection with Wool rates via our lines from Portland to New York, we now beg to advise that our rate on Wool in grease in sacks has been reduced from 75 cents per 100 pounds, to 70 cents per 100 pounds, effective at once and to remain in effect until July 31st. We trust that such reduction will allow of our being favored with a large amount of wool from the interior, and we shall be pleased to have advices in such respect from the shippers.

Awaiting your further favors, we remain,

Yours truly,  
AMERICAN-HAWAIIAN STEAMSHIP CO.  
By C. D. Kennedy, Agent.

Let us hope that the railroads have made their last fight and will submit without any more protest to the order made by the Interstate Commerce Commission. When President Gooding heard that they were asking the Commission for a modification of the ruling he immediately sent the following night telegram to Mr. C. A. Prouty, Chairman of the Interstate Commerce Commission:

Gooding, Idaho, May 8, 1912.  
Hon. Chas. A. Prouty, Chairman,  
Interstate Commerce Commission,  
Washington, D. C.

I have just been advised that the carriers appeared before the Commission today in Washington and asked for a modification of the order placing wool in the fourth class, and that they are also asking for an extension of three weeks time before the rate ordered in by the Commission shall become effective. In the interest of one hundred and fifty thousand shippers I protest most vigorously against any modification of the order already made by your honorable body. The railroads have enjoyed too long an unreasonable rate on wool. To take wool out of the fourth class as ordered by the Commission would deny the shippers of Western Idaho, Oregon, Washington and other States an opportunity to take advantage of water transportation which the interest of shippers and economy demands. If wool should be put in the third class as asked by the carriers the rate will be higher than it has ever been. The Oregon Short Line is now advertising a rate from Homestead on their line of \$2.08. If we are denied the fourth class rate some points in Oregon the rate will exceed the old rate. With wool loaded as required by the Commission the earnings per car will be very high on wool if the same size cars are furnished on the Oregon Short Line, as in the past. I know of no product from the West in the same

class that will pay as high a freight rate as wool under the new rate. Any modification of the order made by your honorable body will mean in my opinion that the wool growers of the West must bear more than their share of the burden of transportation. We are clearly entitled to have sacked wool recognized as baled wool if it is tramped to the density of nineteen pounds to the cubic foot. Every sack of wool that is shipped from the West is given a number on the bag, and the weight is marked plainly on each package with full shipping directions. There will be no difficulty in understanding from the invoices and way bills the exact weight of each bag. I hope your honorable body will settle once and for all time this important matter to the wool growers. The industry needs relief. There should be no longer any delay or modification. The light wools of the West will pay a higher freight rate even with the reduction, for the new rate came too late to put in facilities to bale the light wool which cannot be sacked heavy enough to load the minimum of 24,000 pounds in thirty-six-foot cars. Shearing is in full blast in the West and wool is moving freely. I have advised all shippers of your order both as to minimum for sacked and baled wool and as to wool being placed in the fourth class. It has been published in all of the range States of the Union. I have also secured a 5 cents per hundred reduction on sacked wool by way of Portland to New York, via American-Hawaiian Steamship Company. We have had a severe Winter in most of the range States. The losses of sheep are heavy. We have had a very cold, backward Spring, and lambing is very light, not more than half a crop in many localities. The flockmasters have had a fearful struggle and I am fighting to help save their industry. They need relief and encouragement if the industry is to exist in the West.

F. R. GOODING, President,  
National Wool Growers Association.

And received the following reply:

Washington, D. C., May 9, 1912.  
Hon. F. R. Gooding, President,  
National Wool Growers Association,  
Gooding, Idaho.

The Commission will adhere to its opinion in wool case with probably slight modification of resulting rates in special instances.

C. A. PROUTY,  
Chairman.

Let us see that all the wool in Western Idaho, Oregon and Washington finds its way to the Eastern market, via water transportation from Portland to New York, and by rail from New York to Boston. We believe it is to the interest of the wool growers to take advantage of this lower rate that is offered and encourage as far as possible the steamship companies in bidding for our business. It is only a question of time in my judgment

## THE NATIONAL WOOL GROWER

when a large portion of the wools of the West and Southwest will be carried by water to the Eastern markets. The completion of the Panama Canal and a steamship line direct from the Western Coast to Boston will mean a great deal to the Western flockmasters in the way of marketing their product.

I am thoroughly convinced that the flockmasters will materially help themselves by taking advantage of the water transportation that is offered and continue it, and in this way build up a large business for the steamship companies. It is the large volume of business that is always attractive to transportation companies. The officers of the National Wool Growers Association have done all they can do. It is now up to the flockmasters to make as much as possible out of the rates that have been ordered in by the Interstate Commerce Commission.

I am especially anxious to again call the attention of the flockmasters to the importance of a heavier package. More care must be taken in ty-

ing the fleece and in packing it. The man who does not exercise this care will have to pay a higher instead of a lower rate on his wool to market. In the interest of efficiency the Commission has ordered that 24,000 pounds of wool in sacks shall be the minimum weight for a standard thirty-six-foot car, and the weight to be increased in proportion to the size of the car. It is true that the Commission's ruling was handed down too late for the flockmasters to take advantage of the lower rate given for baled wool, but this is a matter that can be thoroughly adjusted and prepared for before another season, and I am satisfied it will be found that the best interest of the industry will demand the grading and baling of wool at every shearing plant in the West. These are matters, however, that the flockmasters must work out for themselves. The officers of the National Wool Growers Association will always be glad to extend a helping hand whenever they can in the betterment and development of a great industry, just as they have in the past.

## THE NATIONAL NEEDS YOUR SUPPORT

## Mr. Flockmaster:

Every wool grower in the West is materially benefited by the reduction in the wool rates. There is not a flockmaster in the West whose business is so small that the interest alone on the money that will be saved him by the reduction in freight rates, will more than pay his membership fee to this organization.

Won't you kindly hand the WOOL GROWER to your neighbor, and ask him to look it over carefully. If he is not already a member of the National Wool Growers Association, ask him to become one, and help fight the battles for the protection of your industry.

F. R. GOODING, President.

(Cut on this line).

## Application for Membership

(Date) \_\_\_\_\_

To The National Wool Growers Association,  
Gooding, Idaho.

Gentlemen:

Please find enclosed \$5 to pay my membership fee to The National Wool Growers Association for the year 1912. This also entitles me to a *free* subscription to The NATIONAL WOOL GROWER. Kindly send me a receipt.

Yours truly,

(Name) \_\_\_\_\_

(Address) \_\_\_\_\_

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